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A GUIDE TO EDI TRANSLATION SOFTWARE

1991 Edition

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Harold L. Frohman

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This guide identifies and provides details on 72 commercially available electronic data interchange (EDI) translation software packages. It was developed for use by the Military Departments and Defense agencies as they procure EDI translation software packages in support of the Department of Defense's (DoD's) EDI program for transportation. However, other DoD entities with an EDI program should find this guide useful.

This guide assesses the key features of each package, details a list of functions available in a particular software package, and highlights those features required to meet the EDI needs of Defense transportation in specific operating environments.

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A GUIDE TO
EDI TRANSLATION SOFTWARE

1991 Edition

This edition of *A Guide to EDI* [electronic data interchange] *Translation Software, 1991 Edition* updates and expands the information presented in our previous version published in August 1989. As in our earlier edition, the guide identifies and provides details on commercially available EDI translation software packages. It was created to aid the Military Departments and Defense agencies as they procure software in support of DoD's EDI program for transportation. However, all DoD entities with an EDI program should find the guide useful.

In the guide, we identify a variety of EDI software packages, assess the key features of each package, detail a list of functions and features that could be contained within a particular software package, and highlight those features that we believe are required to meet the EDI needs of Defense transportation in specific operating environments. We also show how to use the guide to select EDI translation software.

We obtained information on the various translation software packages from product brochures and telephone interviews. We have not seen demonstrations of every software package, so we cannot endorse their effectiveness. Furthermore, we did not survey vendors that remarket EDI translation software products or that sell industry-specific (nontransportation) products. As in the preparation of the 1989 edition, some vendors did not respond to our requests for additional information.

The guide consists of a glossary and five appendices. The glossary defines the acronyms used throughout the guide and the terminology used to describe the various EDI software functions and features.

Appendix A lists the EDI software vendors we contacted during the preparation of the guide. The vendors are grouped by the type of hardware required to use the software: microcomputer, minicomputer, or mainframe. In addition, Table A-1 identifies the vendors that were excluded from the guide and the associated reasons.

Both the vendor list and the table provide the vendor's address, telephone number, and point of contact.

Appendix B provides detailed information on each of the EDI translation software vendors identified in Appendix A. It focuses on the products offered by the vendors including the hardware operating environment, software pricing, and third-party networks directly accessed by the software package.

Appendix C identifies 48 functions and features that could be contained within a particular EDI translation software package. It also indicates those functions that we regard as required to meet the EDI needs of Defense transportation in specific operating environments.

Appendix D presents the results of the telephone surveys. The information is categorized by the type of hardware required to use the software: microcomputer, minicomputer, or mainframe. It also provides details on some of the software functions highlighted in Appendix C.

Appendix E lists the steps to be followed when using the guide to select EDI translation software packages.

If you need further information on any of the EDI translation software vendors or the capabilities of their software, you may contact either the person listed below or the vendors directly:

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Logistics Management Institute
6400 Goldsboro Road
Bethesda, MD 20817-5886
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A/V 287-2779/2127

GLOSSARY

DEFINITION OF ACRONYMS

AIAG	=	Automotive Industry Action Group
ANSI	=	American National Standards Institute
APL	=	A Programming Language
ASCII	=	American Standard Code for Information Interchange
AT&T	=	American Telephone and Telegraph
BASIC	=	Beginners All Purpose Symbolic Instruction Code
BT	=	British Telecom
BTOS	=	Burroughs Operating System
CICS	=	Customer Information Control System
CNCP	=	Canadian National/Canadian Pacific
COBOL	=	Common Business Oriented Language
CPU	=	central processing unit
CTOS	=	Convergent Technologies Operating System
CTX	=	Chrysler Telecommunication Exchange
DB2	=	Database 2
DEC	=	Digital Equipment Corporation
DOS	=	disk operating system
DOS/VSE	=	disk operating system/virtual system extended
DTS	=	Document Transmission System
DIBOL	=	Digital COBOL
EBCDIC	=	Extended Binary Coded Decimal Interchange Code
EDI	=	electronic data interchange
EDIFACT	=	Electronic Data Interchange for Administration, Commerce and Transport
EFT	=	electronic funds transfer
FORTRAN	=	Formula translator

FTS	=	Financial Transmission System
GEIS	=	General Electric Information Services
GM	=	General Motors
HP	=	Hewlett-Packard
IBM	=	International Business Machines
ID	=	identification
IMS/DC	=	Information Management System/Data Communications
LAN	=	local area network
MB	=	megabyte
MPE	=	multiprogramming executive
MSA	=	Management Science America
MS-DOS	=	Microsoft disk operating system
MVS	=	multiple virtual storage
NCR	=	National Cash Register
PC	=	personal computer
PS/2	=	Personal System/2
QMF	=	Query Management Facility
RAM	=	random access memory
RJE	=	remote job entry
RM COBOL	=	Rand McFarland Common Business Oriented Language
RMS	=	Release Management Systems
RPG	=	report program generator
SCO	=	Santa Cruz Operation
SQL	=	Structured Query Language
TCIF	=	Telecommunications Industry Forum
TDCC	=	Transportation Data Coordinating Committee
TSO	=	timesharing operation
UCS	=	Uniform Communication Standard
VAN	=	value-added network
VAX	=	virtual address extension

VICS	=	Volunteer Interindustry Communication Standard
VLT	=	variable length translator
VMS	=	virtual memory system
WINS	=	Warehouse Industry Network Standard

DEFINITION OF TERMS

Application System Interface. A routine that extracts data from an application system database and creates fixed-length files in the vendor's format for subsequent translation to an EDI format. The reverse process is also applicable.

Automated Purging. A feature that automatically deletes archived transaction set data according to user-specified criteria, such as date ranges.

Automatic Recovery/Restart Capability. A routine that automatically recovers any data being processed and restarts the application in the event of a power failure or a communications failure.

Character Conversion Capability. Translation software that converts a sender's character set to the character set required by the receiver's computer (e.g., EBCDIC to ASCII).

Code Conversion Capability. The ability to convert an EDI standard data element code into a user-unique code.

Compatibility with Encryption and Authentication Package. A translation software package that can operate with an encryption and authentication package.

Communications Software. A software module that automatically dials the communications network and sends or receives EDI-formatted data.

Data Element Delimiter Table. A table of alternative data element delimiters that is maintained for each trading partner, thus accommodating the requirements of different trading partners.

Data Input Screens. A set of screens used to enter data into the translation software package for subsequent translation into an EDI format. (This feature is required when an application system does not reside on the user's computer.)

Error Reports. Reports of outbound or inbound transaction sets that do not comply with the EDI standards. (These reports are usually printed logs of each communications session presented in a non-EDI format easily understood by the user.)

Expandability. The ability to incorporate new functions, such as EDI transaction sets, into an existing translation software package.

Functional Acknowledgment Capability. The ability to send or receive a Functional Acknowledgment Transaction Set that indicates the status of each EDI transaction set transmission to or from a trading partner.

Functional Acknowledgment Reconciliation. The matching of transaction set messages with functional acknowledgments to identify the successful receipt of information by trading partners and the highlighting of unacknowledged transaction sets that have been sent.

Help Screens. On-line screens that provide assistance in the use of specific translation software functions.

Inbound Standards Compliance Editing. The editing of data received from trading partners to determine whether they are in compliance with the EDI standards.

Inbound Transaction Set Reporting. The capability to print inbound transaction sets for audit trail purposes. (The date and time of every message received should be included in the report.)

Input Editing. A feature that permits the user to edit each field and segment of a transaction set as data are manually entered into a system in order to ensure compliance with EDI standards.

Installation Routines. Programs that automatically install translation software packages onto a computer with minimal user intervention.

Internal ID Number Duplication Control. A program that monitors the use of internal business document identification numbers, such as invoice numbers, to avoid duplicates.

Maintenance Support. EDI standard updates and software enhancements provided by the translation software vendor, usually for an annual fee.

Multiple Communications Interface. Translation software that allows communication with more than one telecommunications network, preferably in the same communication session.

Multiple Header Support. EDI translation software that supports multiple envelope headers including ISA and BG, depending on trading partner requirements.

Multiple Users. A feature that permits more than one person to use a translation software system concurrently. (On those personal computers that use DOS, a local area network typically provides this feature.)

Network Identification Table. A table containing network addresses, telephone numbers, and other related information needed to communicate with a trading partner through a telecommunications network.

Outbound Standards Compliance Editing. The editing of data sent to trading partners to determine whether they are in compliance with EDI standards.

Outbound Transaction Set Reporting. The capability to print outbound transaction sets for audit trail purposes. (The date and time of every message sent should be included in the report.)

Segment Terminator Table. A table of alternative segment terminators that is maintained for each trading partner, thus allowing for different communications network or trading partner requirements.

Selective Accessibility. A feature that limits user access to specific screens and functions.

System Entry Security. Features that provide system security through the use of passwords and/or user-identification codes.

Table-Driven Software Structure. EDI data elements and segments maintained in a table structure.

Technical Documentation. A narrative and graphic description of a system that provides technical personnel with sufficient details to "troubleshoot" portions of the

translation software. (A data dictionary, a system flow chart, and all file structures are typically included in technical documentation.)

Trading Partner Profile. A profile of each trading partner that identifies the segments in a transaction set required by that trading partner.

Training. Vendor-offered training sessions that teach how to use their translation software package.

Transaction Set Archiving. EDI-formatted data that are saved on the computer for query purposes or for restoration in the event of a computer failure.

Transaction Set Consolidation Routines. Software that groups transaction sets by trading partner prior to transmission, thus reducing communications costs; if more than one telecommunications network is used, the transaction sets are first grouped by network and then by trading partner.

Transaction Set Correction Capability. The ability to either correct an outbound standards compliance editing error in a front-end operating environment or modify transaction set data prior to transmission. (This capability should be provided in a format that does not require knowledge of EDI standards.)

Transaction Set Sequential Numbering. A routine that either assigns a sequential control number for all transmitted transaction sets for each trading partner or enables the receiver to determine whether a transaction set is missing from the transmission by checking the sequential numbers of inbound transactions.

Transmitted Characters. A report of the number of characters transmitted and the time and date of each transmission for each network. (The report allows the user to reconcile each network's bill.)

Tutorial Package. An interactive, on-line program that guides a user through a prescribed sequence of steps on using a particular translation software package.

Unattended Operations Capability. The ability to program the EDI translation software to automatically perform EDI-related processes such as sending or receiving EDI-formatted data at a user-specified time without operator presence.

User-Definable System Interface. Automated data-mapping procedures embedded in the EDI translation software package that create fixed-length files

according to the user's requirements for subsequent translation to an EDI format. The reverse process is also applicable.

User-Defined Management Reports. Ad hoc management reports that can be created by the user, typically through a report generator embedded in the translation software package.

User-Defined Print Output. A feature that permits the user to define the output format for printing manually entered data.

User Documentation. A nontechnical description of the translation software system and the operation of all system functions.

User Support (Hot Lines). Telephone support provided by a vendor to resolve any operating problems when using a translation software package.

User-Defined Data Input Screens. A set of user-defined screens for entering data into the translation software package for subsequent translation into an EDI format. These screens are presented in a non-EDI format that does not require knowledge of EDI standards.

Version Support. Translation software that supports the current and two previous releases of an EDI standard.

Version Support Table. A table that identifies the version of every EDI standard being used by each trading partner.

APPENDIX A

EDI TRANSLATION SOFTWARE VENDOR LIST

This appendix lists all the EDI translation software vendors contacted during the preparation of this guide. We have grouped the vendors according to the hardware required by their software: microcomputer, minicomputer, or mainframe. Those vendors excluded from the guide and our reasons are provided in Table A-1. Both the list and the table provide an address, telephone number, and point of contact for each vendor.

Microcomputer Software Vendors

Advanced Communications Systems
25054 Lorain Road
North Olmsted, OH 44070
Dan Norris
(800) 223-5424

American Business Computer
1968 Green Road
P. O. Box 305
Ann Arbor, MI 48106
Anne Hurtubise
(313) 930-7840

American Custom Software, Inc.
2420 Fisk Road
Cookeville, TN 38501
Robert Sparkman
(615) 537-6516

The APL Group, Inc.
644 Danbury Road
Wilton, CT 06897
Rick Samuelson
(203) 762-3933

Baggerly & Associates
1420 N. Claremont Boulevard, Suite 209C
Claremont, CA 91711
Elizabeth Nash
(714) 625-7917

Bell Atlantic Network Services, Inc.
1310 N. Courthouse Road, 7th Floor
Arlington, VA 22201
Marjorie MacArthur
(703) 974-3919

Birmingham Computer Group, Inc.
30850 Telegraph Road, Suite 250
Birmingham, MI 48010
Chuck Townsend
(313) 540-0640

Lloyd Bush, Inc.
156 William Street
New York, NY 10038
Marcy McKinley
(212) 962-4004

CAN/AM Tech Inc.
205 South Main Street
Slippery Rock, PA 16057
Norm Morrison
Dave Scheele
(412) 794-5884

Control Data Corporation
14725 Detroit Avenue
Lakewood, OH 44107
Phil Kimble
(919) 854-4563
Jim Townes
(703) 998-1870

Data Dispatch Corporation
2000 Corporate Ridge, Suite 910
McLean, VA 22102
Fred Cuthbertson
(703) 749-3636

DIGIT Software, Inc.
P. O. Box 1425
Silver Spring, MD 20902
Todd Ross
(301) 593-8952

DNS Associates, Inc.
One Militia Drive, Suite B1
Lexington, MA 02173
Hugh Stewart
(617) 862-8569

Dynamic Business Systems
24600 Center Ridge Road
Westlake, OH 44145
Dennis Chatfield
(216) 398-6088

EDI, Inc.
19630 Club House Road
Gaithersburg, MD 20879
Ralph Notto
(301) 670-0811

Electronic Data Systems
800 Tower Drive, 2nd Floor
Troy, MI 48007-7019
Ellen Lux
(800) 365-8232

Foretell Corporation
155 North Pfingsten Road, Suite 210
Deerfield, IL 60015
Michael Fitch
Lynne Pilsner
(708) 317-9000

General Electric Information Services
401 North Washington Street
Rockville, MD 20850
Dick Donohoe
James Motyka
(301) 340-4000

Grace Computer Resources, Inc.
204 Merchants Drive
Norcross, GA 30093
Roy Leffew, Jr.
(404) 939-1743

Harbinger*EDI Services
1800 Century Place, Suite 340
Atlanta, GA 30345
Jim Langford
(404) 320-1636

International Business Machines
3405 West Buffalo Avenue
Mail Drop S405A
Tampa, FL 33630
Mike McElroy
(813) 878-4118

Integrated Telecommunication Software Corp.
7840 North Lincoln Avenue
Skokie, IL 60077
Phil Keminsky
(708) 677-0800

LEK Product Marketing Company, Inc.
2226 E. 117th Street
Burnsville, MN 55337
Larry Kramer
(612) 895-0192

MAXXUS, Inc.
140 Second Street, Suite 603
San Francisco, CA 94105
John Fountain
(415) 243-9690

Perwill Incorporated
5053 La Mart Drive, Suite 101
Riverside, CA 92507
Joan Nolan
(714) 683-7920

Piedmont Systems, Inc.
4400 Silas Creek Parkway, Suite 300
Winston-Salem, NC 27104
Chuck Cloer
(919) 760-3620

RMS, Inc.
17187 N. Laurel Park Drive, Suite 204
Livonia, MI 48152
John Bennett
(313) 462-1200

St. Paul Software
754 Transfer Road
St. Paul, MN 55114
Sharon Roland
(612) 641-0963

Sterling Software, ORDERNET Services Division
P. O. Box 7160
4600 Lakehurst Court
Dublin, OH 43017
Doug Stewart
(614) 793-7000

Supply Tech, Inc.
27784 Franklin Road
Southfield, MI 48034
Wendell Holladay
(313) 357-3430

Synergistic Systems, Inc.
442 North 3rd Street
Neptune Beach, FL 32233
Ron Meison
(904) 249-0201

Minicomputer Software Vendors

ACS Network Systems
1000 Burnett Avenue
Concord, CA 94520
Michael Nelson
(415) 602-2000

Advantage Systems, Inc.
30680 Montpelier Drive, Suite 350
Madison Heights, MI 48071
David Williams
(313) 588-3480

American Business Computer
1968 Green Road
P. O. Box 305
Ann Arbor, MI 48106
Anne Hurtubise
(313) 930-7840

Birmingham Computer Group, Inc.
30850 Telegraph Road, Suite 250
Birmingham, MI 48010
Chuck Townsend
(313) 540-0640

Control Data Corporation
14725 Detroit Avenue
Lakewood, OH 44107
Phil Kimble
(919) 854-4563
Jim Townes
(703) 998-1870

Digital Equipment Corporation
146 Main Street
Maynard, MA 01754
Craig Mitchell
(603) 884-0753

DNS Associates, Inc.
One Militia Drive, Suite B1
Lexington, MA 02173
Hugh Stewart
(617) 862-8569

EDI, Inc.
19630 Club House Road
Gaithersburg, MD 20879
Ralph Notto
(301) 670-0811

EDI Solutions, Inc.
7760 France Avenue South, Suite 1140
Minneapolis, MN 55435
Jeff Kessler
(612) 831-9000

Electronic Data Systems
800 Tower Drive, 2nd Floor
Troy, MI 48007-7019
Ellen Lux
(800) 365-8232

International Business Machines
3405 West Buffalo Avenue
Mail Drop S405A
Tampa, FL 33630
Mike McElroy
(813) 878-4118

LEK Product Marketing Company, Inc.
2226 E. 117th Street
Burnsville, MN 55337
Larry Kramer
(612) 895-0192

MPACT EDI Systems, Inc.
17197 North Laurel Park Drive
Livonia, MI 48152
Skip Krassa
(313) 462-2244

Perwill Incorporated
5053 La Mart Drive, Suite 101
Riverside, CA 92507
Joan Nolan
(714) 683-7920

Piedmont Systems, Inc.
4400 Silas Creek Parkway, Suite 300
Winston-Salem, NC 27104
Chuck Cloer
(919) 760-3620

Radley Business Computers, Inc.
23077 Greenfield Road
Southfield, MI 48075
Will Soutar
(800) 334-9934
(313) 559-6858

RMS, Inc.
17187 N. Laurel Park Drive, Suite 204
Livonia, MI 48152
John Bennett
(313) 462-1200

St. Paul Software
754 Transfer Road
St. Paul, MN 55114
Sharon Roland
(612) 641-0963

Sterling Software, ORDERNET Services Division
P. O. Box 7160
4600 Lakehurst Court
Dublin, OH 43017
Doug Stewart
(614) 793-7000

Wright Systems, Inc.
14492 Sheldon Road, Suite 300
Plymouth, MI 48170
Dick Dressell
(800) 234-7253
(313) 459-7760

Mainframe Software Vendors

American Business Computer
1968 Green Road
P. O. Box 305
Ann Arbor, MI 48106
Anne Hurtubise
(313) 930-7840

Control Data Corporation
14725 Detroit Avenue
Lakewood, OH 44107
Phil Kimble
(919) 854-4563
Jim Townes
(703) 998-1870

EDI Solutions, Inc.
7760 France Avenue South, Suite 1140
Minneapolis, MN 55435
Jeff Kessler
(612) 831-9000

General Electric Information Services
401 North Washington Street
Rockville, MD 20850
Dick Donohoe
James Motyka
(301) 340-4000

International Business Machines
3405 West Buffalo Avenue
Mail Drop S405A
Tampa, FL 33630
Mike McElroy
(813) 878-4118

Perwill Incorporated
5053 La Mart Drive, Suite 101
Riverside, CA 92507
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(714) 683-7920

St. Paul Software
754 Transfer Road
St. Paul, MN 55114
Sharon Roland
(612) 641-0963

Sterling Software, ORDERNET Services Division
P. O. Box 7160
4600 Lakehurst Court
Dublin, OH 43017
Doug Stewart
(614) 793-7000

Supply Tech, Inc.
27784 Franklin Road
Southfield, MI 48034
Wendell Holladay
(313) 357-3430

TSI International
45 Danbury Road
P. O. Box 840
Wilton, CT 06897-0840
Meg Murdock
(203) 761-8600

TABLE A-1

VENDORS NOT INCLUDED IN GUIDE

Company	Contact	Reason
AT&T 55 Corporate Drive Bridgewater, NJ 08807-6991	Laurie Mosca (201) 658-6182	Remarkets EDI translation software products developed by ACS Network Systems, Inc.; EDI, Inc.; RMS, Inc.; Supply Tech, Inc.; and The APL Group, Inc.
Bakertech Systems, Inc. 7901 Flying Cloud Drive Suite 129 Eden Prairie, MN 55344	Chuck Leininger (612) 942-0638	Remarkets Wright System's, Inc., EDI translation software package, "Wright EDI."
Base 2 Corporation 707 Plaza 8, Suite 201 Sheboygan, WI 53081	Dave Price Paul Gutelius (414) 457-6283	Product has been developed exclusively for automotive industry suppliers.
Comprehensive Technologies International, Inc. 14500 Avion Parkway, Suite 250 Chantilly, VA 22021	Dean Hawkes (703) 263-1000	Product has been developed exclusively for health care industry.
Computer Power, Inc. P. O. Box 5568 Florence, SC 29502	Jim Curley (803) 667-0601	Requested to be excluded; product is primarily used by hospitals, industry, and electronics.
Dun & Bradstreet Software 3445 Peachtree Road, Northeast Atlanta, GA 30326	Frank Buchheit (404) 239-3411	Provides business applications that support EDI; EDI translator may only be purchased as part of application. Management Science America, Inc., merged with McCormick and Dodge to form D&B Software.
Fritz Companies, Inc. P. O. Box 66215 AMF O'Hare International Airport Chicago, IL 60666	John Fitzgerald (708) 616-5600	Product has been developed exclusively for import and export companies.
Future Three Software, Inc. 33031 Schoolcraft Road Livonia, MI 48150	Sarah Eatherly (313) 261-5609	Product has been developed exclusively for the automotive industry.

TABLE A-1

VENDORS NOT INCLUDED IN GUIDE (Continued)

Company	Contact	Reason
Genzlinger Associates, Inc. Two Northfield Plaza, Suite 212 5700 Crooks Road Troy, MI 48098	Karen Strichartz (313) 879-7070	Product has been developed exclusively for automotive and related industries.
Innovative Computing Corporation 4411 Highline Boulevard Oklahoma City, OK 73147	Doug Madden (405) 949-9070	Product is industry specific; translator can only be purchased as part of a trucking and transportation software package.
Interchange Systems, Inc. 1620 Massachusetts Avenue Lexington, MA 02173	John Ladner (617) 862-0010	Product is application specific; software is used to electronically move payments between banks and their trading partners.
LDJ Electronics, Inc. 2200 Stephenson Highway P. O. Box 219 Troy, MI 48099	N/A (313) 528-2202	Product has been developed primarily for the automotive industry.
LEXEL Corporation 571 Union Avenue New Windsor, NY 12550	Sheldon Langer (914) 561-4286	Remarkets EDI translation software products developed by ACS Network Systems; Sterling Software; and Supply Tech, Inc.
Logistics Systems (formerly Infotronic Systems) 8300 Logistics Drive Zeeland, MI 49464	George Smeenge (616) 772-0028	Product is industry specific; translation software can only be purchased as part of a warehousing software package.
Management Computer Systems 123 North Union Avenue Cranford, NJ 07016	David Walsh (201) 272-3080	Product has been developed exclusively for the food industry.
Manufacturing Systems, Inc. P. O. Box 868 6920 Riverwood Drive Knoxville, TN 37901	Walter Williams (615) 637-4147	Requested to be excluded; company only works with manufacturing companies located in East Tennessee.

TABLE A-1

VENDORS NOT INCLUDED IN GUIDE (Continued)

Company	Contact	Reason
National Systems Corporation 51 Madison Avenue 22nd Floor New York, NY 10010	Michael Gibbons (212) 679-6060	Product has been developed exclusively for the banking and finance industries.
Paper Free Systems, Inc. 733 15th Street, Northwest Suite 700 Washington, DC 20005	Dan Kazzazz (202) 628-6211	Provides EDI integration services; does not offer a translation software package for purchase.
PLP Systems, Inc. 631 Doe Drive Murfreesboro, TN 37130	Bill Parrott (615) 896-0081	Remarkets EDI translation software products developed by ACS Network Systems and Supply Tech, Inc.; also develops custom EDI software.
Prophet 21 19 West College Avenue Yardley, PA 19067	Debbie Dickerson (215) 493-8900	Product is a turnkey system developed primarily for industrial distribution users.
RAILINC Corporation 50 F Street, Northwest Washington, DC 20001	Joe Ready (202) 639-5580	Remarkets Data Dispatch Corporation's translation software package, "EDI/SYNAPSE."
Software Associates 39 East Main Street Little Falls, NJ 07424	Joe Wells (201) 812-0900	Remarkets Sterling Software's EDI translation software packages; also performs EDI integration and customization services.
TanData Corporation 700 TanData Plaza 1400 South Boston Avenue Tulsa, OK 74119	Daniel Biby (918) 585-1907	Product is industry specific; translation software can only be purchased as part of a parcel manifest system.
Technalysis Corporation 6700 France Avenue Minneapolis, MN 55435	Jim Clark Gail Hildrent (612) 925-5900	Provides EDI system integration services; does not offer a translation software package for purchase.

TABLE A-1

VENDORS NOT INCLUDED IN GUIDE (Continued)

Company	Contact	Reason
Txbase Systems, Inc. 20 Valleywood Drive, Suite 101 Markham, Ontario L3R6G1	Ray Talwar (416) 477-1238	Product is industry specific; translator is sold as part of a repetitive manufacturing system on Unix platforms (translator is from Electronic Data Systems).
Universal Software, Inc. Marshfield Professional Center 1020 Plain Street Marshfield, MA 02050	Norman Platt (617) 837-5011	Provides EDI communication software to EDI VANs for IBM DOS/VS(E) and MVS operating environments.
Vertical Systems, Inc. 2030 First Avenue, Suite 201 Seattle, WA 98101	Bill Pickard (206) 728-7111	Remarkets Wright System's, Inc., EDI translation software package, "Wright EDI."
World Trade Services P. O. Box 569 Beaverton, OR 97075	Mark Anderson (800) 338-4333	Product has been developed primarily for international trade management.

APPENDIX B

VENDOR INFORMATION

This appendix provides detailed information on the products offered by each of the EDI software vendors, including hardware operating environment, product pricing, and third-party networks directly accessed by the software.

ACS Network Systems

Address: 1000 Burnett Avenue
Concord, CA 94520

Contact: Michael Nelson

Phone: (415) 602-2000

Product: EDI/36
EDI/38
EDI/4XX

Hardware/Operating System Environment: IBM System 36, System 38, AS400

EDI Standards/Transaction Sets Supported: X12, TDCC, UCS, EDIFACT

Pricing:

Basic Package Cost:
Includes one network communications module
EDI/36: $5,700
EDI/38: $9,000
EDI/4XX: $7,000 – $18,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 12 percent of purchase price

Maintenance Fee Includes: Standards updates, software enhancements, telephone support

Training Fee: $595; classes are scheduled monthly on the East Coast, Midwest, and West Coast.

Additional Fees: Additional network communications modules cost $700 – $1,000 depending on the computer used.

Networks Directly Accessed: GEIS; ORDERNET; IBM; Control Data; AT&T; Western Union; Kleinschmidt; TranSettlements; CompuServe; Harbinger; Agri Data; Ford; Chrysler; GM; Walmart; Sears; BT Tymnet

Vendor Experience

Year Company Founded: 1987 (parent company formed in 1976)

Date Package First Available: 1987

EDI Professional Staff Resources

Technical Staff: 42

Hot Line: 14

Total: 68

Miscellaneous Information: Toll-free telephone support; vendor is a division of Premenos Corporation.

Programming Language Used by Package: RPG

Advanced Communications Systems

Address: 25054 Lorain Road
North Olmsted, OH 44070

Contact: Dan Norris

Phone: (800) 223-5424

Product: ACSPCX12

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2, with 10MB hard disk, 640K RAM, MS-DOS 3.0

EDI Standards/Transaction Sets Supported: TDCC, AIAG, X12, ANSI subsets

Pricing:

Basic Package Cost:
$1,650; (Transaction sets cost an additional $350 for each trading partner.)
$3,000; (Includes four trading partners and all transaction sets; $350 for each additional trading partner.)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $595

Maintenance Fee Includes: Software enhancements, standards updates, telephone support

Training Fee: On-site installation included in the purchase price for a limited area; must pay airfare for one instructor.

Additional Fees: Not available

Networks Directly Accessed: Control Data; GEIS; RAILINC; CompuServe; Ford; GM; Walmart; Service Merchandise; IBM; CTX; BT Tymnet

Vendor Experience

Year Company Founded: 1985

Date Package First Available: 1987

EDI Professional Staff Resources

Technical Staff: 6

Hot Line: 2

Total: 15

Miscellaneous Information: Revenue is derived exclusively from EDI services.

Programming Language Used by Package: COBOL

Advantage Systems, Inc.

Address: 30680 Montpelier Drive, Suite 350
Madison Heights, MI 48071

Contact: David Williams

Phone: (313) 588-3480

Product: EDI Advantage

Hardware/Operating System Environment: IBM System 36, 38, AS400

EDI Standards/Transaction Sets Supported: X12

Pricing:

Basic Package Cost:
Includes two transaction sets and source code
System 36: $3,000
System 38: $6,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: System 36 – $500; System 38 – $700

Annual Maintenance Fee: 15 percent of installed software price

Maintenance Fee Includes: Hot line, standards updates, software enhancements

Training Fee: None

Additional Fees: None

Networks Directly Accessed: Control Data, BT Tymnet

Vendor Experience

Year Company Founded: 1984

Date Package First Available: 1986

EDI Professional Staff Resources

Technical Staff: 3

Hot Line: 1

Total: 5

Miscellaneous Information: Product was developed primarily for the automotive industry but is not restricted to that industry.

Programming Language Used by Package: System 36 – RPG II
System 38, AS400 – RPG III

American Business Computer

Address: 1968 Green Road
P. O. Box 305
Ann Arbor, MI 48106

Contact: Anne Hurtubise

Phone: (313) 930-7840

Product: EDE-PC (written for automotive industry)
EDI-ExCel/PC
EDI-ExCel/Unix
EDI-Server (for distributed EDI systems)

Hardware/Operating System Environment:
EDE-PC: IBM compatible XT, AT, PS/2, with DOS 2.0 or higher, 10MB hard disk, 512K RAM
EDI-ExCel/PC: IBM compatible PC
EDI-ExCel/Unix: AT&T 3B family; NCR Tower (Unix or SCO Xenix); HP9000; Gould-UX; IBM RS/6000
EDI-Server: AT&T 3B family; NCR Tower; HP9000; IBM RS/6000

EDI Standards/Transaction Sets Supported: X12, TDCC, WINS, UCS

Pricing:

Basic Package Cost:

EDE-PC:	$2,000 – $5,000
EDI-ExCel/PC:	$3,000 – $7,000
EDI-ExCel/Unix:	$5,000 – $15,000
EDI-Server:	$15,000 – $100,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: EDE-PC, EDI-ExCel, and EDI-Server – 20 percent of retail software cost

Maintenance Fee Includes: Hot line, standards updates, software enhancements

Training Fee: Included if at vendor's location; if at user's location, travel and living expenses.

Additional Fees: Not available

Networks Directly Accessed: GEIS; CompuServe; Control Data; IBM; Kleinschmidt; ORDERNET; Telenet; Chrysler; Ford; GM; AT&T; BT Tymnet

Vendor Experience

Year Company Founded: 1976

Date Package First Available: EDE-PC: 1986; EDI-ExCel: 1989; EDI-Server: 1990

EDI Professional Staff Resources

Technical Staff: 10 plus 5 contractor personnel

Hot Line: 6

Total: 40

Miscellaneous Information: Vendor is owned by TSM Computing Group, a subsidiary of Thomas Monaghan, Inc.

EDE-PC is sold as a "solution" product for the automotive industry; EDI-ExCel and EDI-Server are not industry specific.

Programming Language Used by Package:
EDE-PC: Available in both BASIC and C
EDI-ExCel: C
EDI-Server: C and Informix database

American Custom Software, Inc.

Address: 2420 Fisk Road
Cookeville, TN 38501

Contact: Robert Sparkman

Phone: (615) 537-6516

Product: BPT (Business Partner Translator)

Hardware/Operating System Environment: IBM compatible PC, XT, AT, PS/2, with 10MB hard disk, 640K RAM, MS-DOS 3.0 (will operate on Novell Network)

EDI Standards/Transaction Sets Supported: X12, AIAG, VICS, UCS, TDCC, WINS, GM, Ford

Pricing:

Basic Package Cost:
One trading partner: $1,995
Multiple trading partners (includes setup for 1st 10 partners): $2,995
After 10th partner: $295 per transaction set

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: See above

Annual Maintenance Fee: 15 percent of software cost

Maintenance Fee Includes: EDI help desk, standards updates, software enhancements

Training Fee: On site: $450 per day plus expenses

Additional Fees: None

Networks Directly Accessed: GEIS; IBM; Control Data; Kleinschmidt; BT Tymnet; RAILINC

Vendor Experience

Year Company Founded: 1984

Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: 3

Hot Line: 3

Total: 10

Miscellaneous Information: First wrote EDI translation software for the automobile industry in 1984.

Programming Language Used by Package: BASIC, C, Assembly

The APL Group, Inc.

Address: 644 Danbury Road
Wilton, CT 06897

Contact: Rick Samuelson

Phone: (203) 762-3933

Product: QualEDI

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2 with MS-DOS 3.1 or higher

EDI Standards/Transaction Sets Supported: X12, TDCC, UCS, VICS, WINS, EDIFACT

Pricing:

Basic Package Cost:
Single trading partner: $1,650
Stand-alone: $2,700
Front-end: $3,200
(Vendor offers volume discounts)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:
Single trading partner: $450
Stand-alone: $550
Front-end: $700

Maintenance Fee Includes: Hot line, software enhancements, standards updates, and all transaction sets currently used as well as those requested in the future

Training Fee: On site: $500 per day plus travel and expenses

Additional Fees: Not available

Networks Directly Accessed: BT Tymnet; ORDERNET; Kleinschmidt; Western Union; GEIS; CNCP; CompuServe; Control Data; TranSettlements; RAILINC; Ford; AT&T; Telecom Canada; IBM

Vendor Experience

Year Company Founded: 1983

Date Package First Available: 1984

EDI Professional Staff Resources

Technical Staff: 5

Hot Line: 4

Total: 17

Miscellaneous Information: Software assumes that only one communications network will be connected to the computer. If multiple network connections are desired, additional directories must be created on the system as a "workaround."

ANSI experience is primarily in the purchasing functions.

Programming Language Used by Package: APL

Baggerly & Associates

Address: 1420 N. Claremont Boulevard, Suite 209C
Claremont, CA 91711

Contact: Elizabeth Nash

Phone: (714) 625-7917

Product: *EDI*FOCUS*

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2 with 20MB hard disk, 640K RAM, MS-DOS 3.0

EDI Standards/Transaction Sets Supported: X12, TDCC, VICS, WINS, UCS

Pricing:

Basic Package Cost:

$945 – Translator and data input screens only; applications system interface and communications software are not included.

$1,500 – Interface to applications system (flat file) and host interface (permits computer to operate as a front-end computer).

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $150 for *EDI*FOCUS*; $300 for interface module

Maintenance Fee Includes: Standards updates, software enhancements, telephone support for software problem resolution

Training Fee: Varies depending on the extent of training required.

Additional Fees: Telephone support consultation; call for hourly rate.

Networks Directly Accessed: Western Union; GEIS; IBM; BT Tymnet

Vendor Experience

Year Company Founded: 1983

Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: 8

Hot Line: 3

Total: 14

Miscellaneous Information: Vendor can also provide custom application development and implementation support.

Programming Language Used by Package: C

Bell Atlantic Network Services, Inc.

Address: 1310 N. Courthouse Road, 7th Floor
Arlington, VA 22201

Contact: Marjorie MacArthur

Phone: (703) 974-3919

Product: IntelliTrade
IntelliTrade Plus

Hardware/Operating System Environment: IBM compatible AT or PS/2 with MS-DOS 2.0 or higher

EDI Standards/Transaction Sets Supported: X12

Pricing:

Basic Package Cost:
$799 if purchased at trading partner seminar; otherwise $999

Additional Charge Per EDI Standard: Not available

Additional Charge Per Transaction Set: Not available

Annual Maintenance Fee: $126

Maintenance Fee Includes: Software enhancements, standards updates

Training Fee: None

Additional Fees: None

Networks Directly Accessed: Bell Atlantic (IntelliTrade EDI); hot line is included as part of the network mailbox fee.

Vendor Experience

Year Company Founded: 1984

Date Package First Available: 4th quarter 1990

EDI Professional Staff Resources

Technical Staff: 1

Hot Line: 4

Total: 5

Miscellaneous Information: Bell Atlantic has an agreement with Harbinger*EDI Services to use Harbinger's InTouch*EDI products as the basis for the IntelliTrade products. Bell Atlantic has modified Harbinger's products to access the IntelliTrade EDI network.

Programming Language Used by Package: C

Birmingham Computer Group, Inc.

Address: 30850 Telegraph Road, Suite 250
Birmingham, MI 48010

Contact: Chuck Townsend

Phone: (313) 540-0640

Product: DTS: communications and translation software module with data mapping

Hardware/Operating System Environment: HP3000 (MPE); DEC VAX (VMS); IBM compatible XT, AT, PS/2, with MS-DOS 2.1 or higher, 10MB hard disk, 512K RAM (also operates with Novell Network and other LANs)

EDI Standards/Transaction Sets Supported: X12, TDCC, EDIFACT, Kmart

Pricing:

Basic Package Cost:
Microcomputer: $1,500 – $8,200, includes one trading partner and DTS; $400 for each additional trading partner
HP3000 and VAX: $11,000 – $35,000, includes one trading partner and DTS; $1,500 for each additional trading partner

Additional Charge Per EDI Standard: Microcomputer: $1,900; HP3000, VAX: $4,500

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 12 percent of purchase price

Maintenance Fee Includes: Standards updates, hot-line support, new software releases

Training Fee: $60 per hour at vendor location; on site, travel and living expenses are extra.

Additional Fees: Source code available for $15,000

Networks Directly Accessed: IBM; GEIS; Control Data; BT Tymnet

Vendor Experience

Year Company Founded: 1984

Date Package First Available: 1985

EDI Professional Staff Resources

Technical Staff: 6

Hot Line: 3

Total: 14

Miscellaneous Information: Other services available include manufacturing materials requirement planning software systems, bar coding systems, and consulting.

Programming Language Used by Package: Mostly COBOL

Lloyd Bush, Inc.

Address: 156 William Street
New York, NY 10038

Contact: Marcy McKinley

Phone: (212) 962-4004

Product: X-Change

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2 with MS-DOS 3.0, 10MB hard disk, 640K RAM

EDI Standards/Transaction Sets Supported: X12, TDCC, AIAG, TCIF, VICS

Pricing:

Basic Package Cost: $895 ($495 if 25 packages or more are purchased)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: None

Maintenance Fee Includes: Software support

Training Fee: No training required

Additional Fees: Optional software upgrades available for $75—$100 (standards updates are included)

Networks Directly Accessed: BT Tymnet; Western Union; GEIS; Control Data; RAILINC; ORDERNET

Vendor Experience

Year Company Founded: 1971

Date Package First Available: 1985

EDI Professional Staff Resources

Technical Staff: 3 (1 is also in technical support)

Hot Line: 4

Total: 6

Miscellaneous Information: Vendor also provides financial consulting for municipal bonds, timesharing, and other products.

Programming Language Used by Package: C

CAN/AM Tech Inc.

Address: 205 South Main Street
Slippery Rock, PA 16057

Contact: Norm Morrison
Dave Scheele

Phone: (412) 794-5884

Product: E-Z Order

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2 with MS-DOS 3.0, 20MB hard disk, 512K RAM

EDI Standards/Transaction Sets Supported: X12, TDCC, EDIFACT

Pricing:

Basic Package Cost: $1,495 (includes communications)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $495

Maintenance Fee Includes: Upgrades to standards, software enhancements, hot line, reduced rate on any additional transaction sets required in the future

Training Fee: None

Additional Fees: $500 per day for customized data entry screens, reports, and flat file interfaces

Networks Directly Accessed: GEIS, Infonet (Additional networks can be accessed upon request.)

Vendor Experience

Year Company Founded: 1985

Date Package First Available: 1987

EDI Professional Staff Resources

Technical Staff: 2 plus contract programmers

Hot Line: Staffed by Epson Canada

Total: 4

Miscellaneous Information: Vendor has entered into a distribution and joint support agreement with Epson Canada, MetCan, and Emerging Technologies USA. Hot line support is accessed via Epson's 800 number support network.

Programming Language Used by Package: Turbo Pascal, C

Control Data Corporation

Address: 14725 Detroit Avenue
Lakewood, OH 44107

Contact: Phil Kimble
Jim Townes

Phone: (919) 854-4563
(703) 998-1870

Product: REDI-MICRO – microcomputers
REDI-EXCHANGE – mainframe MVS operating system; supports only X12 standards
REDI-TRANSLATOR – all mainframe platforms including MVS

Hardware/Operating System Environment: IBM mainframe (MVS, DOS, DOS/VSE); DEC (Microvax, 6XXX, 8XXX, VMS); IBM compatible PC, XT, AT, 386 with hard disk, 512K RAM, MS-DOS 2.11 or higher; HP (Micro, 3000, Series I-II, 3X-7X, 9XX)

EDI Standards/Transaction Sets Supported: AIAG, X12, WINS, UCS, TDCC, VICS, EDIFACT

Pricing:

Basic Package Cost:
REDI-MICRO: $700 includes communications software
REDI-EXCHANGE: $7,500
REDI-TRANSLATOR: DEC: $12,000 – $22,500; HP: $12,000 – $22,500; IBM MVS: $22,500 – $27,500
(Vendor offers volume discounts.)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: REDI-MICRO – transaction sets are sold as a "family"; each family is $250 at order time, and $500 thereafter. REDI-EXCHANGE and REDI-TRANSLATOR – all transaction sets are included.

Annual Maintenance Fee: First 12 months are free for all products.
REDI-MICRO: currently free; a fee may be charged beginning the fourth quarter of 1990.
REDI-EXCHANGE: 15 percent

REDI-TRANSLATOR: DEC and HP: $1,600 – $3,200
REDI-TRANSLATOR: IBM: $3,200 – $3,700

Maintenance Fee Includes: Standards updates, software enhancements, hot line, 2 days of installation support for REDI-TRANSLATOR

Training Fee: $300 per person at a selected site; if on a consulting basis, $1,200 per day with travel and living expenses additional

Additional Fees: Not available

Networks Directly Accessed: GEIS; Kleinschmidt; ORDERNET; Harbinger; Control Data; Martin Marietta; TranSettlements; IBM; BT Tymnet; Western Union

Vendor Experience

Year Company Founded: 1957

Date Package First Available: 1985

EDI Professional Staff Resources

Technical Staff: Not provided

Hot Line: 20

Total: Not provided

Miscellaneous Information:

- Toll-free telephone support.
- Only the X12 standard is distributed with REDI-MICRO and REDI-EXCHANGE; other standards are not available. If TDCC transactions are required by a trading partner, the VAN must convert the transaction set from X12 to the appropriate TDCC-formatted transaction set.
- REDI-TRANSLATOR sold with all supported EDI standards.
- REDI-LINK communications software may be purchased for $10,000. It is network independent and allows a mainframe to connect to any other VAN. (User can also write software or purchase communications software from another vendor.)
- Vendor has several other software modules available that can be used to print EDI documents or to communicate with a network. Vendor can provide details and prices.

Programming Language Used by Package:
REDI-EXCHANGE and REDI-MICRO: C
REDI-TRANSLATOR: COBOL 74

Data Dispatch Corporation

Address: 2000 Corporate Ridge, Suite 910
McLean, VA 22102

Contact: Fred Cuthbertson

Phone: (703) 749-3636

Product: EDI/SYNAPSE

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2 with MS-DOS 3.0, 10MB hard disk, 640K RAM

EDI Standards/Transaction Sets Supported: X12, TDCC, EDIFACT

Pricing:

Basic Package Cost: Determined by distributor

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Determined by distributor

Maintenance Fee Includes: Updates to standards, software enhancements, telephone support

Training Fee: Determined by distributor

Additional Fees: None

Networks Directly Accessed: RAILINC (uses a proprietary interchange envelope header); GEIS; IBM; ORDERNET

Vendor Experience

Year Company Founded: 1983

Date Package First Available: 1986

EDI Professional Staff Resources

Technical Staff: 10

Hot Line: 2

Total: 20

Miscellaneous Information: Sold exclusively through distributors, including RAILINC Corporation.

Programming Language Used by Package: C

Digital Equipment Corporation

Address: 146 Main Street
Maynard, MA 01754

Contact: Craig Mitchell

Phone: (603) 884-0753

Product: DEC/EDI

Hardware/Operating System Environment: DEC VAX (VMS)

EDI Standards/Transaction Sets Supported: X12, TDCC, EDIFACT, VICS, WINS

Pricing:

Basic Package Cost: $11,356 – $41,642, depending on processor size

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Fee varies based on service and warranty contract; average is 15 percent of software purchase price.

Maintenance Fee Includes: Depends on service and warranty contract purchased.

Training Fee: Varies

Additional Fees: None

Networks Directly Accessed: GEIS; BT Tymnet; AT&T; Harbinger

Vendor Experience

Year Company Founded: 1957

Date Package First Available: 1990

EDI Professional Staff Resources

Technical Staff: Not available

Hot Line: Not available

Total: Not available

Miscellaneous Information: Vendor provides some consulting services.

Programming Language Used by Package: C

DIGIT Software, Inc.

Address: P. O. Box 1425
Silver Spring, MD 20902

Contact: Todd Ross

Phone: (301) 593-8952

Product: MacEDI

Hardware/Operating System Environment: Apple MacIntosh

EDI Standards/Transaction Sets Supported: X12, TDCC, WINS, VICS, UCS

Pricing:

Basic Package Cost: $1,950 for transaction manager; data mapper available for additional fee

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: $150 per data map; no charge if the data mapper is purchased.

Annual Maintenance Fee: $400

Maintenance Fee Includes: Software enhancements, hot line, standards updates, data map updates

Training Fee: Not available

Additional Fees: Communications software may be purchased.

Networks Directly Accessed: ORDERNET; IBM; GEIS; Control Data; RAILINC

Vendor Experience

Year Company Founded: 1988

Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: 3

Hot Line: 3

Total: 3

Miscellaneous Information:

Programming Language Used by Package: C

DNS Associates, Inc.

Address: One Militia Drive, Suite B1
Lexington, MA 02173

Contact: Hugh Stewart

Phone: (617) 862-8569

Product: EDI/Entry – a system without an application interface
EDI/Edge

Hardware/Operating System Environment: Any MS-DOS computer with 20MB hard disk, 640K RAM, MS-DOS 2.0; 386 computers with Xenix or Unix; DEC VAX (VMS or Ultrix); Apollo; Gould. (Company will port translator to any Unix platform.)

EDI Standards/Transaction Sets Supported: X12, TDCC, WINS, UCS, EDIFACT

Pricing:

Basic Package Cost:
EDI/Entry: $1,500
EDI/Edge: $2,500

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $500

Maintenance Fee Includes: Toll-free hot line, standards updates, software enhancements

Training Fee: $500 for 2-day class

Additional Fees: Not available

Networks Directly Accessed: BT Tymnet; GEIS; CompuServe; Kleinschmidt; Control Data; IBM; Western Union; AT&T; ORDERNET

Vendor Experience

Year Company Founded: 1979

Date Package First Available: 1986

EDI Professional Staff Resources

Technical Staff: 11

Hot Line: 3

Total: 14

Miscellaneous Information: Vendor can provide consulting and implementation services.

Programming Language Used by Package: C

Dynamic Business Systems

Address: 24600 Center Ridge Road
Westlake, OH 44145

Contact: Dennis Chatfield

Phone: (216) 398-6088

Product: Trans-Sync

Hardware/Operating System Environment: IBM compatible PC, XT, AT, 386 with MS-DOS 3.2.; 386 is recommended. (Also supports Novell network.)

EDI Standards/Transaction Sets Supported: X12, TDCC

Pricing:

- **Basic Package Cost:** $5,000 (includes modem)
- **Additional Charge Per EDI Standard:** None; maintained by user
- **Additional Charge Per Transaction Set:** None; maintained by user
- **Annual Maintenance Fee:** $600
- **Maintenance Fee Includes:** Software enhancements, hot line
- **Training Fee:** $75 per hour
- **Additional Fees:** $75 per hour

Networks Directly Accessed: GEIS; Sears; BT Tymnet; RAILINC

Vendor Experience

- **Year Company Founded:** 1985
- **Date Package First Available:** 1986

EDI Professional Staff Resources

- **Technical Staff:** 3
- **Hot Line:** 2
- **Total:** 5

Miscellaneous Information:

Programming Language Used by Package: C

EDI, Inc.

Address: 19630 Club House Road
Gaithersburg, MD 20879

Contact: Ralph Notto

Phone: (301) 670-0811

Product: TELINK

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2, with minimum 20MB hard disk, 640K RAM, MS-DOS 3.1; Tandem; Unisys 6000 Series

EDI Standards/Transaction Sets Supported: X12, TDCC, UCS, WINS

Pricing:

Basic Package Cost:
Microcomputer: $2,600
Tandem: $37,000, includes 12 transaction sets and 1-year maintenance
Unisys: $11,500, includes 10 transaction sets and 1-year maintenance

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: Microcomputer: $300 (quantity discounts available); Tandem: $500; Unisys: $500

Annual Maintenance Fee: Microcomputer: $750; Tandem and Unisys: 15 percent of software cost

Maintenance Fee Includes: Standards updates, hot line

Training Fee: Purchase price includes 1½ days at vendor location for PC-based package; 2 days for Tandem- or Unisys-based packages.

Additional Fees: Many optional software modules are available; call vendor for prices.

Networks Directly Accessed: GEIS; ORDERNET; Kleinschmidt; BT Tymnet; RAILINC; Control Data; Telecom Canada; TranSettlements; Western Union; IBM; CompuServe; Sears; AT&T

Vendor Experience

Year Company Founded: 1982

Date Package First Available: 1984

EDI Professional Staff Resources

Technical Staff: 14

Hot Line: 3

Total: 35

Miscellaneous Information: Vendor also markets an EFT product, "MONEYLINK", and provides consulting services.

Programming Language Used by Package:
Microcomputer: FORTRAN 77
Tandem: FORTRAN 77 and C
Unisys: FORTRAN 77 and C

EDI Solutions, Inc.

Address: 7760 France Avenue South, Suite 1140
Minneapolis, MN 55435

Contact: Jeff Kessler

Phone: (612) 831-9000

Product: EDItran – Translation management system
EDImap – User-definable application interface system

Hardware/Operating System Environment: IBM MVS (DOS/VSE); DEC VAX (VMS); HP (MPE/V, MPE/XL); Stratus (VOS)

EDI Standards/Transaction Sets Supported: X12, TDCC, EDIFACT

Pricing:

Basic Package Cost:
Price is based on hardware configuration and includes source code.

EDItran: $12,000 – $22,500
EDImap: $2,000 – $5,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: First year is free. EDItran: $1,600 – $3,700; EDImap: $300 – $675

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: 2 days of on-site installation are included in basic package cost.

Additional Fees: Quoted by project; $95/hour base fee

Networks Directly Accessed: Software is network independent.

Vendor Experience

Year Company Founded: 1986

Date Package First Available: 1985

EDI Professional Staff Resources

Technical Staff: 10

Hot Line: 4

Total: 16

Miscellaneous Information:

Programming Language Used by Package: COBOL 74 and COBOL 85

Electronic Data Systems

Address: 800 Tower Drive, 2nd Floor
Troy, MI 48007-7019

Contact: Ellen Lux

Phone: (800) 365-8232

Product: EDI*ASSET (DOS)
EDI*EXPERT (Unix)

Hardware/Operating System Environment: IBM compatible PC, XT, AT, 386 with MS-DOS 3.1 or higher; Sun 3; Sun (SPARC); AT&T 3B2; Motorola Delta 5000; NCR Tower (Unix)

EDI Standards/Transaction Sets Supported: X12, TDCC

Pricing:

Basic Package Cost:
EDI*ASSET: $2,500 plus $600 for each group of transaction sets
EDI*EXPERT: $10,000 plus $2,000 for each group of transaction sets

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: EDI*ASSET: $400; EDI*EXPERT: $1,000

Maintenance Fee Includes: Toll-free hot line, standards updates, software enhancements

Training Fee: Depends upon knowledge of user.

Additional Fees: None

Networks Directly Accessed: All major third-party networks; EDI*EXPERT communications module costs $1,000 for each network to be accessed.

Vendor Experience

Year Company Founded: 1962

Date Package First Available: 1987 – DOS
1990 – Unix

EDI Professional Staff Resources

Technical Staff: Not available

Hot Line: 20

Total: Not available

Miscellaneous Information: Vendor is a wholly-owned subsidiary of GM.

Programming Language Used by Package:
EDI*Asset: C
EDI*Expert: C

Foretell Corporation

Address: 155 North Pfingsten Road, Suite 210
Deerfield, IL 60015

Contact: Michael Fitch
Lynne Pilsner

Phone: (708) 317-9000

Product: ESP II

Hardware/Operating System Environment: IBM compatible 286 or 386 with MS-DOS 3.3 or higher

EDI Standards/Transaction Sets Supported: X12, EDIFACT, VICS

Pricing:

Basic Package Cost: $2,300, includes a report writer; and purchase order, invoice, and functional acknowledgment transaction sets

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: $75, or $300 for all remaining X12 transaction sets

Annual Maintenance Fee: $650

Maintenance Fee Includes: Standards updates, software enhancements, hot line

Training Fee: $650 per person for 2 days at vendor's site

Additional Fees: None

Networks Directly Accessed: BT Tymnet; Control Data; GEIS; Sears; ORDERNET; IBM

Vendor Experience

Year Company Founded: 1985

Date Package First Available: 1985

EDI Professional Staff Resources

Technical Staff: 6

Hot Line: 6

Total: 20

Miscellaneous Information: Peripheral equipment, bisync modems, and Windows 286 can be purchased.

Programming Language Used by Package: MicroSoft C

General Electric Information Services

Address: 401 North Washington Street
Rockville, MD 20850

Contact: Dick Donohoe
James Motyka

Phone: (301) 340-4000

Product: EDI*PC (accesses GE's network and other VANs)
EDI*T (communications software must be purchased to connect to the desired VAN)
EDI*Central (communications software must be purchased to connect to the desired VAN)

Hardware/Operating System Environment: EDI*PC – IBM compatible XT, AT, PS/2 with MS-DOS 2.0, 512K RAM, 7MB free on hard disk

EDI*T, EDI*Central – IBM mainframe with MVS or DOS/VSE; DEC VAX; Prime mainframe; Honeywell DPS-6; Honeywell DPS-8; Honeywell DPS-9; HP3000

EDI Standards/Transaction Sets Supported: X12, TDCC, UCS, WINS, EDIFACT

Pricing:

Basic Package Cost:
EDI*PC: $1,495
EDI*T: $9,500
EDI*Central: $9,500 for Federal Government; $20,000 for commercial purchasers
(Source code is included.)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: First 12 months are free; thereafter, EDI*PC: $180; EDI*T: $1,200; EDI*Central: $2,400

Maintenance Fee Includes: Hot line, standards updates, software enhancements; future enhancements may not be included.

Training Fee: $750 per person at vendor location; on-site training is negotiable.

Additional Fees: Installation Assistance: EDI*PC on site: $500 for 1 day; EDI*T: $1,800 for 2 days; EDI*Central: $1,200 per day

Networks Directly Accessed: EDI*PC includes the communications software needed to access GEIS and other major networks; EDI*T and EDI*Central can access other major networks in addition to GEIS with optional communications software.

Vendor Experience

Year Company Founded: 1879

Date Package First Available:
EDI*PC – 1986
EDI*T – 1987
EDI*Central – 1988

EDI Professional Staff Resources

Technical Staff: 50

Hot Line: 9

Total: 125

Miscellaneous Information: Toll-free hot line. User may purchase network interface software, DSXMIT, which accesses EDI VANs and Defense Data Network.

Programming Language Used by Package:
EDI*PC: C, Pascal
EDI*T: COBOL
EDI*Central: COBOL

Grace Computer Resources, Inc.

Address: 204 Merchants Drive
Norcross, GA 30093

Contact: Roy Leffew, Jr.

Phone: (404) 939-1743

Product: EDI-Ware

Hardware/Operating System Environment: IBM compatible PC with MS-DOS or PC-DOS version 3.1 or higher, 640K RAM, 5MB free space on hard drive. (Network compatible with IBM and Novell.)

EDI Standards/Transaction Sets Supported: X12, TDCC, WINS, VICS, UCS, including draft standards

Pricing:

Basic Package Cost:
EDI-Ware EMS – $300, includes free transaction set map; additional "new" transaction sets are $100
EDI-Ware Map – $1,000, allows user to map to user-defined database internal to EDI-Ware

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: $100 for each new transaction set for EMS.

Annual Maintenance Fee: EMS – $100; Map – $500

Maintenance Fee Includes: Software updates, standards updates, hot line

Training Fee: $115 per hour on-site; $300 per day at company location

Additional Fees: Offers IBM network mailbox; call company for details.

Networks Directly Accessed: IBM, Control Data

Vendor Experience

Year Company Founded: 1981

Date Package First Available: 1986

EDI Professional Staff Resources

Technical Staff: 5

Hot Line: 2

Total: 5

Miscellaneous Information: Vendor offers additional consulting services.

Programming Language Used by Package: Visual COBOL

Harbinger*EDI Services

Address: 1800 Century Place, Suite 340
Atlanta, GA 30345

Contact: Jim Langford

Phone: (404) 320-1636

Product: InTouch*EDI – data input screens only; no application interface
InTouch*EDI PLUS – includes application interface

Hardware/Operating System Environment: IBM compatible PC, XT, AT, PS/2 with 10MB, 640K RAM, MS-DOS 3.0 or higher

EDI Standards/Transaction Sets Supported: X12, TDCC, WINS, UCS

Pricing:

Basic Package Cost:
Microcomputer programs, all transaction sets, network setup: $900
"Bridge," including scheduler and flat-file capability: $1,000

Additional Charge Per EDI Standard: Call vendor

Additional Charge Per Transaction Set: Call vendor

Annual Maintenance Fee: InTouch*EDI: First 12 months are free, then $120/year or $12/month. InTouch*EDI PLUS: First 6 months are free, then $300/year or $30/month.

Maintenance Fee Includes: Standards updates, software enhancements, toll-free hot line

Training Fee: Not available

Additional Fees: Not available

Networks Directly Accessed: Uses only Harbinger network; interconnects are available to other major networks.

Vendor Experience

Year Company Founded: 1983

Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: 25

Hot Line: 6

Total: 65 (including network services personnel)

Miscellaneous Information: Vendor is partly owned by Westinghouse Electric Corporation; vendor will provide customized EDI services upon request.

Programming Language Used by Package: C, Btrieve

Integrated Telecommunication Software Corp.

Address: 7840 North Lincoln Avenue
Skokie, IL 60077

Contact: Phil Keminsky

Phone: (708) 677-0800

Product: SDIS – Standards Driven Interface System

Hardware/Operating System Environment: IBM compatible XT, AT, or 386 with MS-DOS, Unix, or Xenix

EDI Standards/Transaction Sets Supported: X12, TDCC, VICS, UCS, EDIFACT

Pricing:

Basic Package Cost: $500

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: $600

Maintenance Fee Includes: Software enhancements, standards updates, new trading partners

Training Fee: None

Additional Fees: None

Networks Directly Accessed: IBM; BT Tymnet; ORDERNET; Control Data; GEIS

Vendor Experience

Year Company Founded: 1982

Date Package First Available: 1989

EDI Professional Staff Resources

Technical Staff: 5

Hot Line: (Technical staff also supports hot line.)

Total: 8

Miscellaneous Information:

Programming Language Used by Package: COBOL Reilia and MicroFocus COBOL

International Business Machines

Address: 3405 West Buffalo Avenue
Mail Drop S405A
Tampa, FL 33630

Contact: Mike McElroy

Phone: (813) 878-4118

Product: Data Interchange/MVS
Data Interchange/2
Data Interchange/36
Data Interchange/38
Data Interchange/400

Hardware/Operating System Environment: IBM mainframe 9370-3090 (MVS/TSO); IBM PC with OS/2; IBM System 36, 38, AS400

EDI Standards/Transaction Sets Supported: X12, EDIFACT, TDCC, UCS, AIAG

Pricing:

Basic Package Cost:

Data Interchange/MVS	$18,000 – $38,000
Data Interchange/2	$4,000
Data Interchange/36	$6,600
Data Interchange/38	$11,250
Data Interchange/400	$6,600 – $18,150

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:

Data Interchange/MVS	$761 – $1,224
Data Interchange/2	Not available
Data Interchange/36	$900
Data Interchange/38	$1,550
Data Interchange/400	$900 – $2,475

Maintenance Fee Includes: Not available

Training Fee:
Included in purchase price for Data Interchange/2, /36, and /38.
Data Interchange/MVS: $1,010
Data Interchange/400: $945

Additional Fees: Installation may be extra.

Networks Directly Accessed: IBM only

Vendor Experience

Year Company Founded: 1912

Date Package First Available: 1989

EDI Professional Staff Resources

Technical Staff: 100

Hot Line: Not available

Total: Not available

Miscellaneous Information: IBM PC QuickEDI and PC QuickEDI PLUS are DOS-based PC packages for use in a stand-alone mode; they include a customized application system. These packages require a "sponsoring" trading partner and a minimum purchase of 50 packages. Vendor provided toll-free telephone support.

Programming Language Used by Package: Not available

LEK Product Marketing Company, Inc.

Address: 2226 E. 117th Street
Burnsville, MN 55337

Contact: Larry Kramer

Phone: (612) 895-0192

Product: EDIpl Translation Software

Hardware/Operating System Environment: IBM compatible PC, XT, AT, 386 with PC/MS-DOS; IBM compatible AT, 386 with Unix and Unix-equivalent operating systems; IBM AIX

EDI Standards/Transaction Sets Supported: X12, TDCC, UCS, WINS

Pricing:

Basic Package Cost:
DOS: $1,000 with minimum purchase of 5
System Integrator's license: $22,000 plus $250 per installation
Unix site license: $7,500 for first port
Concurrent, Apollo, and IBM RT6000: $15,000

Additional Charge Per EDI Standard: System Integrators: $5,000 per standards release

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 12 percent of license and standards fee; free the first 6 months

Maintenance Fee Includes: Hot line, standards updates, software enhancements

Training Fee: Call vendor.

Additional Fees: Vendor will customize mapping of EDI data to application database formats; typically at a cost of $500 per transaction set.

Networks Directly Accessed: Network interface software is not provided but vendor will write a script to use the VAN's communications software.

Vendor Experience

Year Company Founded: 1985

Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: Not available

Hot Line: Not available

Total: Not available

Miscellaneous Information: Vendor provides custom programming services.

Programming Language Used by Package: C

MAXXUS, Inc.

Address: 140 Second Street, Suite 603
San Francisco, CA 94105

Contact: John Fountain

Phone: (415) 243-9690

Product: MAXX*EDI-ENTRY – send/receive capability only; no application interface
MAXX*TRANSLATOR – requires user operation
MAXX*EDI – has a manager and auto scheduler

Hardware/Operating System Environment: IBM compatible AT, 386, 486, with MS-DOS 3.0 or higher; networking capability

EDI Standards/Transaction Sets Supported: X12, TDCC, EDIFACT, WINS, VICS

Pricing:

Basic Package Cost:
MAXX*EDI-ENTRY: $1,500 – $2,500
MAXX*TRANSLATOR: $3,500 – $23,500
MAXX*EDI: $3,500 – $23,500

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 15 percent of software purchase price

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: $1,500 – $2,500, depending on package

Additional Fees: None

Networks Directly Accessed: BT Tymnet; IBM; AT&T; GEIS; Harbinger. (Vendor will interface to any network requested by user at no charge.)

Vendor Experience

Year Company Founded: 1986

Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: Not available

Hot Line: Not available

Total: Not available

Miscellaneous Information: Vendor also sells EFT products including MAXX-ACH; all MAXX-products are modular and build upon one another.

Programming Language Used by Package: C

MPACT EDI Systems, Inc.

Address: 17197 North Laurel Park Drive
Livonia, MI 48152

Contact: Skip Krassa

Phone: (313) 462-2244

Product: Messageway (includes XWAY translator)

Hardware/Operating System Environment: Tandem

EDI Standards/Transaction Sets Supported: X12, TDCC, EDIFACT

Pricing:

Basic Package Cost:
System 6 (supports 6 concurrent communications sessions) – $90,000
System 12 – $180,000 (supports 12 concurrent communications sessons)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 18 percent of list price for site license fee; free for first 90 days

Maintenance Fee Includes: Standards updates, toll-free telephone hot line, software enhancements

Training Fee: $300 per day at MPACT facilities; $600 per day, plus expenses, at customer facilities

Additional Fees: Many options are available; call vendor for prices.

Networks Directly Accessed: GEIS; RAILINC; Kleinschmidt; ORDERNET; TradeNet (each is available for $3,500)

Vendor Experience

Year Company Founded: Initially founded as Merit Systems, Inc., in 1977.

Date Package First Available: 1987

EDI Professional Staff Resources

Technical Staff: 45

Hot Line: 20

Total: 80

Miscellaneous Information: Vendor also provides EDI consulting and programming services.

Programming Language Used by Package: C, TAL, Pathway, COBOL 85

Perwill Incorporated

Address: 5053 La Mart Drive, Suite 101
Riverside, CA 92507

Contact: Joan Nolan

Phone: (714) 683-7920

Product: EDI Starterpac (Does not have an application interface; can only send/receive invoices, purchase orders, delivery notices, and shipment notices.)

Microcomputer: ISM-EDI – A full system that can interface other packages, applications systems, and the HP3000.

Trade*PAC – Interface capabilities are not as sophisticated.

Minicomputer: EDI/3000
EDI/Unix

Mainframe: EDI/MVS (will be released in the United States in late 1990).

Hardware/Operating System Environment: IBM compatible PC with MS-DOS or OS/2; HP3000, HP9000; NCR Tower; DEC VAX; IBM MVS mainframes (VSE).

EDI Standards/Transaction Sets Supported: X12, TDCC, WINS, EDIFACT

Pricing:

Basic Package Cost:
EDI Starterpac: $1,500
ISM-EDI and Trade*PAC: $5,400
EDI/3000: $7,000 – $27,000
EDI/Unix: Up to $27,000
EDI/MVS: $70,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: Call vendor.

Annual Maintenance Fee: Microcomputer: 18 percent of purchase price; Minicomputer and mainframe: 15 percent of purchase price.

Maintenance Fee Includes: Hot line, software enhancements, standards update

Training Fee: Available upon request

Additional Fees: None

Networks Directly Accessed: GEIS, ORDERNET, IBM

Vendor Experience

Year Company Founded: 1973

Date Package First Available: 1985

EDI Professional Staff Resources

Technical Staff: 5

Hot Line: 2

Total: 10

Miscellaneous Information: Vendor will provide a 100 percent trade-in credit to customers that upgrade to a larger hardware platform.

Programming Language Used by Package: COBOL

Piedmont Systems, Inc.

Address: 4400 Silas Creek Parkway, Suite 300
Winston-Salem, NC 27104

Contact: Chuck Cloer

Phone: (919) 760-3620

Product: TEL-EDI
EDI Engine – designed to be linked to application systems, but does not have an application interface

Hardware/Operating System Environment: TEL-EDI – DOS; SCO Unix System V; SCO Xenix; DEC VMS (Microvax and 8000 Series)
EDI Engine – DOS, Apple MacIntosh

EDI Standards/Transaction Sets Supported: X12, TDCC

Pricing:

Basic Package Cost:
TEL-EDI: $2,495
EDI Engine: Call vendor

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee:
TEL-EDI base: $374.25
TEL-EDI data mapping utility: $200
EDI Engine: Not available

Maintenance Fee Includes: Not available

Training Fee: TEL-EDI: $600 per day plus expenses

Additional Fees: Data mapping utility is available for $1,190.

Networks Directly Accessed: GEIS; BT Tymnet; Western Union; Kleinschmidt; IBM; Sears; ORDERNET; Control Data

Vendor Experience

Year Company Founded: 1987

Date Package First Available: TEL-EDI – 1987; EDI Engine – 1990

EDI Professional Staff Resources

Technical Staff: 2

Hot Line: 2

Total: 5

Miscellaneous Information:

Programming Language Used by Package:
TEL-EDI – BASIC and C
EDI Engine – C

Radley Business Computers, Inc.

Address: 23077 Greenfield Road
Southfield, MI 48075

Contact: Will Soutar

Phone: (800) 334-9934
(313) 559-6858

Product: R-EDI

Hardware/Operating System Environment: DEC VAX (VMS)

EDI Standards/Transaction Sets Supported: X12, TDCC, VICS, WINS, UCS, EDIFACT

Pricing:

Basic Package Cost: $6,000 and up based on CPU

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: 10 percent of list price (no hot line); 14 percent of list price (includes hot line)

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: $800 plus expenses

Additional Fees: $1,200 to set up a trading partner and their transaction sets.

Networks Directly Accessed: GEIS; IBM; Sears; Control Data; ORDERNET

Vendor Experience

Year Company Founded: 1980

Date Package First Available: 1990

EDI Professional Staff Resources

Technical Staff: 8

Hot Line: 4

Total: 12

Miscellaneous Information:

Programming Language Used by Package: DIBOL

RMS, Inc.

Address: 17187 N. Laurel Park Drive, Suite 204
Livonia, MI 48152

Contact: John Bennett

Phone: (313) 462-1200

Product: RMS VLT

Hardware/Operating System Environment: IBM compatible PC, XT, AT, PS/2, 386 with SCO Xenix System V or MS-DOS 3.3 or earlier; Unisys B25 (BTOS/CTOS); DEC VAX (VMS); Tandem (through an alliance with MPACT EDI Systems, Inc.)

EDI Standards/Transaction Sets Supported: X12, TDCC

Pricing:

Basic Package Cost: $1,950 – includes one communications link, one trading partner profile or subset, and one EDI standard

Additional Charge Per EDI Standard: $500 each

Additional Charge Per Transaction Set: $250 for outgoing transaction sets

Annual Maintenance Fee: First 90 days are free; $700

Maintenance Fee Includes: Hot line, standards updates, software enhancements

Training Fee: Vendor location – $250 for two people; on site – $700 plus travel and living expenses; self-taught course is available at no expense.

Additional Fees: Not available

Networks Directly Accessed: GEIS; BT Tymnet; IBM; ORDERNET; Tran-Settlements; Control Data; RAILINC; Western Union; AT&T; CompuServe; CTX; Sears

Vendor Experience

Year Company Founded: 1982

Date Package First Available: 1986

EDI Professional Staff Resources

Technical Staff: 4

Hot Line: 6

Total: 22

Miscellaneous Information: Vendor also offers consulting services and an EDI data mapper (RMS Customizer – $1,650).

Programming Language Used by Package: MicroFocus COBOL

St. Paul Software

Address: 754 Transfer Road
St. Paul, MN 55114

Contact: Sharon L. Roland

Phone: (612) 641-0963

Product: Interconn – microcomputers
Datatran – minicomputers and mainframes

Hardware/Operating System Environment: Interconn – IBM compatible XT, AT, PS/2 with 10MB hard disk, 640K RAM
Datatran – NCR Tower (Unix); NCR I-Series mainframe (ITX); IBM 4341, 4381 (DOS/VSE); plus many other hardware platforms

EDI Standards/Transaction Sets Supported: X12; TDCC (204, 206, 210, 213, 214); AIAG; UCS; VICS; WINS

Pricing:

Basic Package Cost:
Interconn: $1,995 (includes all transaction sets and the network interface for first trading partner)
Datatran: Unix PC: $3,500; NCR Tower, IBM RT, RISC machines, and AT&T 3B2: $5,500; Sequent, Gould 9050, DEC VAX, Pyramid: $8,500; Gould 9000: $10,000

Additional Charge Per EDI Standard: Nominal shipping and handling

Additional Charge Per Transaction Set:
Interconn: $250
Datatran: None – all transaction sets are included.

Annual Maintenance Fee:
Interconn: $399
Datatran: Typically 10 percent of purchase price; varies according to platform. First 90 days are free for all packages.

Maintenance Fee Includes: Standards updates, software enhancements, telephone support

Training Fee: $750 per day plus travel and living expenses

Additional Fees: Not available

Networks Directly Accessed: Control Data; BT Tymnet; GEIS; IBM; CompuServe; ORDERNET; Western Union; RAILINC; Sears

Vendor Experience

Year Company Founded: 1981

Date Package First Available: 1985

EDI Professional Staff Resources

Technical Staff: 6

Hot Line: 2

Total: 10

Miscellaneous Information:

Programming Language Used by Package:
Interconn – MicroSoft QuickBASIC
Datatran – COBOL, C

Sterling Software, ORDERNET Services Division

Address: P. O. Box 7160
4600 Lakehurst Court
Dublin, OH 43017

Contact: Doug Stewart

Phone: (614) 793-7000

Product: GENTRAN®; GENTRAN Plus®; GENTRAN® 400; TRANSLATOR*MVS; TRANSLATOR*VSE; TRANSLATOR*36; TRANSLATOR*38; TRANSLATOR*4XX; MICRO*TRAN.

(Vendor also remarkets EDI, Inc.'s TELINK microcomputer product.)

Hardware/Operating System Environment: IBM MVS mainframes; DEC VAX (VMS); IBM 30XX, 43XX, 9370 (MVS or DOS/VSE); IBM System 36, System 38, AS400; Data General; IBM compatible PC, XT, AT, PS/2 with 10MB hard disk, 256 RAM, MS-DOS 2.0 or higher (although 3.1 or higher is recommended)

EDI Standards/Transaction Sets Supported: X12, TDCC, AIAG, VICS, WINS, EDIFACT, UCS

Pricing:

Basic Package Cost:
GENTRAN: IBM MVS $36,850; VSE $33,500; DEC VAX $20,100
GENTRAN Plus: DOS Bi-Sync $69,500; DOS SNA $75,000; DOS Combo $85,000; OS Bi-Sync $81,500; OS SNA Peer-to-Peer $109,500; OS Combo Peer-to-Peer $122,500
GENTRAN/400: Models B10, B20, B30, B35 $9,800; B40, B45, B50 $13,600; B60, B70, B80 $18,200
TRANSLATOR*MVS: $36,850
TRANSLATOR*VSE: $33,500
TRANSLATOR*36: $6,000
TRANSLATOR*38: $13,000
TRANSLATOR*400: models B10, B20, B30, B35 $9,800; B40, B45, B50 $13,600; B60, B70, B80 $18,200
MICRO*TRAN: $1,995
QUICK*TRAN: $2,750
PRO*TRAN: $4,250

(All basic packages include source code.)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: First year free, then 15 percent of current price

Maintenance Fee Includes: Standards updates, hot line, software enhancements

Training Fee: Two days of installation and training at user site are included in mainframe products.

Additional Fees: Not available

Networks Directly Accessed: ORDERNET; GEIS; BT Tymnet; IBM; Control Data; TranSettlements; Kleinschmidt; RAILINC

Vendor Experience

Year Company Founded: 1978

Date Package First Available: 1987

EDI Professional Staff Resources

Technical Staff: 35

Hot Line: 10

Total: 300

Miscellaneous Information: Vendor recently purchased Metro-Mark Integrated Systems, Inc., and their line of EDI software products. Vendor also offers EDI implementation programs, database services, communications software, consulting, and EDI education.

Programming Language Used by Package:
MICRO*TRAN – 74 COBOL
TRANSLATOR*36, *38, *4XX – RPG
TRANSLATOR*VSE, TRANSLATOR*MVS – ANSI 74 COBOL
GENTRAN Products – ANSI COBOL, RPG

Supply Tech, Inc.

Address: 27784 Franklin Road
Southfield, MI 48034

Contact: Wendell Holladay

Phone: (313) 357-3430

Product: STX12

Hardware/Operating System Environment: IBM compatible XT, AT, PS/2, 386 with 640K RAM, 10MB hard disk (recommends 20MB), MS-DOS 3.0 or higher; IBM compatible mainframe (MVS and DOS/VSE)

EDI Standards/Transaction Sets Supported: X12, TDCC, UCS, EDIFACT

Pricing:

Basic Package Cost:
Microcomputer: $2,295 – $3,990 (includes two custom transaction formats, 997 transaction set, and one communications module for one network)
Mainframe: $9,500 – $35,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: Microcomputer: $600 – $780; Mainframe: 15 percent of list price

Maintenance Fee Includes: Hot line, software enhancements

Training Fee: $500 per person per day

Additional Fees: Call vendor.

Networks Directly Accessed: GEIS; ORDERNET; Kleinschmidt; RAILINC; TranSettlements; Western Union; Sears; Control Data; Dialcom; IBM; Telecom Canada; DATA PAC; CompuServe; AT&T; BT Tymnet

Vendor Experience

Year Company Founded: 1984

Date Package First Available: 1987

EDI Professional Staff Resources

Technical Staff: Not available

Hot Line: Varies

Total: 85

Miscellaneous Information: Vendor's EDI products are available to DoD activities through General Services Administration Contract #GS00KAGS5192.

Programming Language Used by Package: MicroFocus COBOL

Synergistic Systems, Inc.

Address: 442 North 3rd Street
Neptune Beach, FL 32233

Contact: Ron Meison

Phone: (904) 249-0201

Product: BIZIBOX

Hardware/Operating System Environment: IBM compatible PC, AT, 386, PS/2 with MS-DOS 3.3, 20MB hard disk, 1MB RAM

EDI Standards/Transaction Sets Supported: X12, TDCC (All transaction sets supported are "developed" on a customer request basis.)

Pricing:

Basic Package Cost:
$1,895: Standalone system for PC or AT with one transaction set
$8,495: Flat file system for AT or 386, with six transaction sets
$14,495: For 386 only, direct mapping from application data to standards, includes all transaction sets

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: First 90 days are free, then 15 percent of purchase cost

Maintenance Fee Includes: Standards updates, software enhancements, customer support

Training Fee: Included in purchase price

Additional Fees: Not available

Networks Directly Accessed: IBM; Control Data; TranSettlements; GEIS; BT Tymnet

Vendor Experience

Year Company Founded: 1986

Date Package First Available: 1988

EDI Professional Staff Resources

Technical Staff: 6 (maintenance only)

Hot Line: 2

Total: 7

Miscellaneous Information: Vendor specializes in distributed processing for mid- to large-size computer systems.

Programming Language Used by Package: C

TSI International

Address: 45 Danbury Road
P. O. Box 840
Wilton, CT 06897-0840

Contact: Meg Murdock

Phone: (203) 761-8600

Product: TranSlate

Hardware/Operating System Environment: IBM compatible mainframes (DOS/VSE or MVS); HP; DEC VAX; Unisys

EDI Standards/Transaction Sets Supported: X12, TDCC, VICS, WINS

Pricing:

Basic Package Cost:
DOS/VSE: $30,000
MVS: $35,000
Non-IBM: $25,000

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: None

Annual Maintenance Fee: First year included in purchase price, then 15 percent of current list price

Maintenance Fee Includes: Hot line, software enhancements, standards updates

Training Fee: $300 per day per person at vendor site; $1,000 per day plus expenses at client site

Additional Fees: Not available

Networks Directly Accessed: GEIS; IBM; ORDERNET; BT Tymnet; Kleinschmidt; RAILINC; TranSettlements; Western Union

Vendor Experience

Year Company Founded: 1967

Date Package First Available: 1982

EDI Professional Staff Resources

Technical Staff: 5

Hot Line: 4

Total: 8

Miscellaneous Information: Vendor acquired TranSettlements, Inc.'s, TranSlate EDI product in March 1990; it is currently developing a data mapping utility (Trading Partner) that requires no programming by the purchaser.

Programming Language Used by Package: ANSI 74 COBOL

Wright Systems, Inc.

Address: 14492 Sheldon Road, Suite 300
Plymouth, MI 48170

Contact: Dick Dressell

Phone: (800) 234-7253
(313) 459-7760

Product: Wright EDI

Hardware/Operating System Environment: IBM System 36, System 38, AS400

EDI Standards/Transaction Sets Supported: X12, WINS, VICS, TDCC, AIAG

Pricing:

Basic Package Cost:
System 36: $4,000
System 38: $7,000
AS400: $6,000 – $18,000

(Basic package includes translator, communications software, RJE communications, 997 transaction set, and two additional transaction sets.)

Additional Charge Per EDI Standard: None

Additional Charge Per Transaction Set: $500

Annual Maintenance Fee: 18 percent of total current value of package; first 90 days are free.

Maintenance Fee Includes: Standards upgrades, software enhancements, hotline support

Training Fee: $600 per day

Additional Fees: Vendor will program custom interfaces for $75 per hour.

Networks Directly Accessed: IBM; GEIS; Control Data; Kleinschmidt; ORDERNET; BT Tymnet (Vendor will access additional networks as requested by a user; the cost will depend upon the user's requirements.)

Vendor Experience

Year Company Founded: 1977

Date Package First Available: 1987

EDI Professional Staff Resources

Technical Staff: 10

Hot Line: 4

Total: 18

Miscellaneous Information: Vendor's X12 experience is primarily in the automotive industry; vendor provides some consulting services.

Programming Language Used by Package: RPG

APPENDIX C

EDI TRANSLATION SOFTWARE FUNCTIONS AND FEATURES

Table C-1 identifies 48 functions and features that could be included in an EDI translation software package for three different operating environments: stand-alone microcomputer, front-end microcomputer, minicomputer, or mainframe. Those operating environments stem from an analysis of DoD's 152 largest CONUS shipping activities that generate Government bills of lading.

TABLE C-1

EDI TRANSLATION SOFTWARE REQUIREMENTS

Function/feature	Operating environment		
	Stand-alone	Front-end	Minicomputer/ mainframe
Communications Features			
Communications Software	M	M	M
Transaction Set Consolidation Routines	M	M	M
Multiple Communications Interface	O	O	O
Network Identification Table	M	M	M
Unattended Operations Capability	M	M	M
Systems Utilities			
Automatic Recovery/Restart Capability	M	M	M
Installation Routines	M	M	O
System Interface Routines			
Application System Interface	M	M	M
Data Input Screens	M	O	O
Input Editing	M	O	O
User-Defined Print Output	M	O	O
User-Definable System Interface	O	O	O
User-Defined Data Input Screens	O	O	O
Customized Operations Routines			
Code Conversion Capability	O	O	O
Data Element Delimiter Table	M	M	M
Functional Acknowledgment Capability	M	M	M
Multiple Header Support	M	M	M
Segment Terminator Table	M	M	M
Trading Partner Profile	O	M	M
Transaction Set Sequential Numbering	M	M	M
Version Support Table	M	M	M
Editing Features			
Character Conversion Capability[a]	O	O	O
Inbound Standards Compliance Editing	M	M	M
Internal Codes Duplication Routine	M	O	O
Outbound Standards Compliance Editing	M	M	M
Transaction Set Correction Capability	M	O	O

Note: M = mandatory; O = optional.

[a] Pertinent to only those sites that will use point-to-point communications with one or more trading partners.

TABLE C-1

EDI TRANSLATION SOFTWARE REQUIREMENTS (Continued)

Function/feature	Operating environment		
	Stand-alone	Front-end	Minicomputer/ mainframe
System Maintenance Routines			
Automated Purging	M	M	M[b]
Expandability	M	M	M
Maintenance Support	M	M	M
Table-Driven Software Structure	M	M	M
Transaction Set Archiving	M	M	M
Version Support	M	M	M
Report Functions			
Error Reports	M	M	M
Functional Acknowledgment Reconciliation	M	M	M
Inbound Transaction Set Reporting	M	M	M
Outbound Transaction Set Reporting	M	M	M
Transmitted Characters	O	O	O
User-Defined Management Reports	O	O	O
Support Features			
Help Screens[c]	O	O	O
Technical Documentation	M	M	M
Training[c]	M	M	M
Tutorial Package[c]	O	O	O
User Documentation	M	M	M
User Support (Hot Lines)	M	M	M
Miscellaneous Features			
Compatibility with Encryption and Authentication Package[d]	O	O	O
Multiple Users	O	O	O
Selective Accessibility	M	M	O
System Entry Security	M	M	O

Note: M = mandatory; O = optional.

[b] Operating system utilities separate from the translation software package may fulfill this requirement.

[c] Either training or the help screens and tutorial package is mandatory.

[d] When the requirements for such a feature have been fully defined, we expect this feature will be mandatory for all operating environments.

APPENDIX D

SOFTWARE PRODUCT SURVEY RESULTS

This appendix presents the results of a telephone survey of EDI translation software vendors. The information obtained in that survey is categorized by the type of computer hardware required by the software package: microcomputer (Table D-1), minicomputer (Table D-2), or mainframe (Table D-3). We did not request detailed information for those features that all vendors typically claim are included in their software. For example, virtually all vendors claim their software is "table-driven" and includes "transaction set archiving." Instead, we focused on those features that we believe help to differentiate the various product offerings. To illustrate: although user-defined management reports are not required by any of the operating environments, we believe that feature is very useful and not offered by all vendors.

TABLE D-1. MICROCOMPUTER TRANSLATION SOFTWARE SURVEY

Company and Product	Communications Features: Unattended Operations Capability	Communications Features: User-Definable System Interface	System Interface: Data Input Screens	System Interface: Input Editing	Customized Operations: Multiple Header Support	Customized Operations: Transaction Set Seq. Numbering	Customized Operations: Version Support Table	Customized Operations: Trading Partner Profile	Editing: Outbound Sids. Compliance Editing	Editing: Inbound Sids. Compliance Editing	Editing: Automated Purging	System Maintenance: Transmitted Characters	System Maintenance: User-Defined Mgt. Reports	Reports: User Support (Hot Lines)	Reports: Help Screens	Support Features: System Entry Security	Miscellaneous Features: Selective Accessibility
Advanced Communications System ACSPCX12	Yes	No	No	Yes	Yes	Yes	Yes	Yes[1]	Yes	Yes	No	No	No	Yes	No	No	No
American Business Computer EDI-PC	Yes	No	Yes	Yes	No	No	Yes[2]	Yes	Yes	Yes	No[3]	No	No	Yes	Yes	Yes	No
EDI-Excel/PC and EDI-Excel/Unix	Yes	Yes	No	No	Yes[4]	Yes	Yes[2]	Yes	Yes[5]	Yes[5]	Yes	Yes	Yes[6]	Yes	Yes	ID and Password	Yes
American Custom Software, Inc. Business Partner Translator (BPT)	Yes	Yes	Yes	Yes	Yes	Yes	Yes[2]	Yes	Yes[2, 7]	Yes[2, 7]	Yes	No	Yes	Yes	Yes[8]	Password	Yes
The APL Group Inc. QuadEDI	Yes[9]	No	Yes	Yes	Yes	Yes	Yes	No[10]	Yes[5]	Yes[5]	Yes	No	No	Yes	Yes	ID and Password	Yes
Baggerly & Associates "EDI*FOCUS"	Yes	Yes	Yes	Yes	Yes	Yes[2]	Yes	Yes	Yes[5]	Yes[5]	No[3]	No	Yes	Yes	Yes[11]	Password	No
Bell Atlantic IntelliTrade and IntelliTrade Plus	Yes	No	Yes[12]	Yes	Yes	Yes[2]	Yes[2]	Yes	Yes[5]	Yes[5]	Yes	No	Yes	Yes[13]	Yes	Password	Yes
Birmingham Computer Group, Inc. DTS and FTS	Yes	Yes	Yes	Yes	No[14]	Yes[15]	Yes[2]	Yes	Yes	Yes	Yes	No[16]	Yes	Yes	Yes	No	No
CAM-AM Tech Inc. E-Z Order	Yes	Yes[17]	Yes	Yes	Yes[4]	Yes	Yes	No	Yes[5]	Yes[18]	No	No	No	Yes[13]	Yes	No	No
Control Data Corporation REDI-FLATFILE and REDI-MICRO	Yes	No	Yes	Yes	No[14]	Yes[2]	Yes[2]	Yes[19]	Yes[5]	Yes[5]	Yes	Yes	No	Yes[13]	Yes	No	No
Data Dispatch Corporation EDISynapse	Yes	Yes	Yes	Yes[20, 21]	Yes	Yes	Yes[2]	Yes	Yes[5]	Yes[22]	Yes	Yes	Yes	Yes	Yes[8]	Password	Yes
DIGIT Software, Inc. MacEDI	Yes	Yes	No[23]	No[23]	Yes	Yes	Yes	Yes[24]	Yes[5]	Yes[5]	Yes	Yes	No	Yes	No[23]	Yes	Yes

1 Trading partners must be set up by vendor.
2 May be specified for each transaction set used by a trading partner.
3 Nonautomated; available via menu selection or "pull-up window."
4 Supports the EDIFACT header UNA/UNB.
5 Data element codes are also validated.
6 Will sell a turnkey Informix solution (SQL or report writer) or provide interface to another system.
7 Parameter driven; optional.
8 Can be defined by the user.
9 Must be set up every day.
10 Cannot be specified for each trading partner.
11 Help messages can be defined by the user for each data element in each transaction set used by a particular trading partner.
12 Requires vendor assistance.
13 Toll-free 800 number.
14 BG header is not supported; TDCC is not supported.
15 Each transaction set type is not individually numbered.
16 Reports the number of blocks transmitted by the modem.
17 Performed by vendor.
18 Erroneous transactions are received and flagged in a report.
19 Available for an additional fee.
20 Compliance editing occurs after input screen has been completed.
21 Limited field-by-field editing; user can also override the standards on a field basis.
22 Accepts erroneous transactions. User manually determines if transaction is acceptable.
23 In development.
24 Requires a different map for each affected trading partner's transaction set.
25 Specific data element editing requirements can be specified for each trading partner.
26 Only checks header controls on inbound transactions.
27 Checks only the interchange envelope and functional group headers; permits nonstandard transactions to be sent and received.
28 Reports the number of transaction sets sent by each trading partner.
29 User-specified dates may be overridden.
30 Nonautomated; requires use of system editor.
31 Reports the number of bytes sent for each transaction set; the number of bytes per network is not reported.
32 In Beta Test mode.
33 Interchange control checking only.
34 Only once per day.
35 Records are purged during the archiving process.
36 Supported by Harbinger's network.
37 Transaction sets are numbered only by functional group or by network.
38 Data bases are automatically encrypted.
39 Depends upon the transaction sets in use by the trading partner.
40 Requires knowledge of EDI standards.
41 Loops within transaction sets are not validated for compliance with the standards.

TABLE D-1. MICROCOMPUTER TRANSLATION SOFTWARE SURVEY (CONTINUED)

Company and Product	Communications Features			System Interface		Customized Operations					Editing		System Maintenance		Reports	Support Features	Miscellaneous Features
	Unattended Operations Capability	User-Definable System Interface	Data Input Screens	Input Editing	Multiple Header Support	Transaction Set Seq. Numbering	Version Support Table	Trading Partner Profile	Outbound Sids. Compliance Editing	Inbound Sids. Compliance Editing	Automated Purging	Transmitted Characters	User-Defined Mgt. Reports	User Support (Hot Lines)	Help Screens	System Entry Security	Selective Accessibility
DMS Associates, Inc. EDI/Edge	Yes	Yes	Yes[25]	Yes	Yes	Yes[26]	Yes[2]	Yes	Yes	No[22, 27]	Yes	No[28]	No	Yes	Yes	ID and Password	Yes
Dynamic Business Systems TRANS-SYNC	Yes	Yes	Yes	Yes[20]	Yes	Yes	Yes[2]	Yes	Yes[5]	Yes[5]	Yes	No	No	Yes[13]	Yes	No	No
EDI, Inc. TELINK	Yes[29]	No	Yes	Yes	Yes	Yes	Yes[2]	Yes[30]	Yes	Yes	No[3]	No[28, 31]	No	Yes	No[32]	Password[19] Encryptn[19]	Yes[19]
Electronic Data Systems EDI*Assist	Yes	Yes	Yes	Yes	Yes	Yes[33]	Yes	Yes	Yes[5]	Yes[5]	Yes	Yes	No	Yes[13]	Yes	Yes	No
Foretell Corp. ESPN	Yes	Yes	Yes	Yes	No[14]	Yes	Yes	Yes	Yes[5]	Yes[5]	Yes	Yes	Yes	Yes	Yes	ID and Password	Yes
General Electric Information Services EDI*PC	Yes[34]	No	Yes	Yes	Yes[4]	Yes	Yes[2]	No	Yes[5]	Yes[5]	No[35]	No[28]	No	Yes	Yes	Password	No
Graco Computer Resources, Inc. EDI-Ware	Yes	Yes	Yes	No	Yes	Yes	Yes[2]	Yes	Yes[5]	Yes[5]	No	No	No	Yes	Yes	No	No
Harbinger*EDI Services InTouch*EDI and InTouch*EDI Plus	Yes	Yes[19,32]	Yes	Yes	Yes[36]	Yes	Yes[2]	Yes	Yes[5]	Yes[5, 22]	Yes	No	No	Yes[13]	Yes	Encrypted Passwords	No
International Business Machines Datainterchange/2	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes[28]	Yes	Yes	Yes	Yes	Yes
LEK Product Marketing Company, Inc. EDIpl	Yes	Yes	No	No	Yes	Yes	Yes	Yes	Yes[5]	Yes[5]	No	No	No	Yes	No	No	No
Lloyd Bush, Inc. X-Change	Yes	No	Yes	No[20]	No[14]	No[37]	Yes[2]	No	Yes	Yes	Yes	No[28]	No	Yes	Yes	No	No

1 Trading partners must be set up by vendor.
2 May be specified for each transaction set used by a trading partner.
3 Nonautomated; available via menu selection or "pull-up window."
4 Supports the EDIFACT header UNA/UNB.
5 Data element codes are also validated.
6 Will sell a turnkey Informix solution (SQL or report writer) or provide interface to another system.
7 Parameter driven; optional.
8 Can be defined by the user.
9 Must be set up every day.
10 Cannot be specified for each trading partner.
11 Help messages can be defined by the user for each data element in each transaction set used by a particular trading partner.
12 Requires vendor assistance.
13 Toll-free 800 number.
14 BG header is not supported; TDCC is not supported.
15 Each transaction set type is not individually numbered.
16 Reports the number of blocks transmitted by the modem.
17 Performed by vendor.
18 Erroneous transactions are received and flagged in a report.
19 Available for an additional fee.
20 Compliance editing occurs after input screen has been completed.
21 Limited field-by-field editing; user can also override the standards on a field basis.
22 Accepts erroneous transactions. User manually determines if transaction is acceptable.
23 In development.
24 Requires a different map for each affected trading partner's transaction set.
25 Specific data element editing requirements can be specified for each trading partner.
26 Only checks header controls on inbound transactions.
27 Checks only the interchange envelope and functional group headers; permits nonstandard transactions to be sent and received.
28 Reports the number of transaction sets sent by each trading partner.
29 User-specified dates may be overridden.
30 Nonautomated; requires use of system editor.
31 Reports the number of bytes sent for each transaction set; the number of bytes per network is not reported.
32 In Beta Test mode.
33 Interchange control checking only.
34 Only once per day.
35 Records are purged during the archiving process.
36 Supported by Harbinger's network.
37 Transaction sets are numbered only by functional group or by network.
38 Data bases are automatically encrypted.
39 Depends upon the transaction sets in use by the trading partner.
40 Requires knowledge of EDI standards.
41 Loops within transaction sets are not validated for compliance with the standards.

TABLE D-1. MICROCOMPUTER TRANSLATION SOFTWARE SURVEY (CONTINUED)

Company and Product	Communications Features		System Interface			Customized Operations					Editing		System Maintenance		Reports	Support Features	Miscellaneous Features
	Unattended Operations Capability	User-Definable System Interface	Data Input Screens	Input Editing	Multiple Header Support	Transaction Set Seq. Numbering	Version Support Table	Trading Partner Profile	Outbound Stds. Compliance Editing	Inbound Stds. Compliance Editing	Automated Purging	Transmitted Characters	User-Defined Mgt. Reports	User Support (Hot Lines)	Help Screens	System Entry Security	Selective Accessibility
MAXXUS, Inc.																	
MAXX*EDI	Yes	Yes[17]	Yes	Yes	Yes	Yes	Yes[2]	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	ID and Password[38]	Yes
MAXX*EDI-Entry	No	No	Yes	Yes	Yes	Yes	Yes[2]	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	ID and Password[38]	Yes
MAXX*TRANSLATOR	No	Yes[17]	Yes	Yes	Yes	Yes	Yes[2]	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	ID and Password[38]	Yes
Perwill Inc.																	
Perwill*EDI	Yes	Yes	Yes	Yes[20]	Yes	Yes	Yes	Yes	Yes[5]	Yes[5]	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Piedmont Systems, Inc.																	
TEL-EDI	Yes	Yes	Yes	No	Yes	Yes	Yes[2]	Yes[24]	Yes[5]	Yes[5]	Yes	Yes[28]	No	Yes	No	Password	Yes
RMS, Inc.																	
RMS VLT	Yes	Yes[19]	Yes	Yes[25]	Yes	Yes	Yes[2]	Yes[25]	Yes[25]	Yes	No[3]	No	No	Yes	Yes	ID and Password	Yes
St. Paul Software																	
Interconn	Yes	Yes	Yes	Yes	Yes	Yes[2]	Yes[2]	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Password	No
Sterling Software																	
Micro*Trans	No	No	Yes	Yes	Yes	Yes	Yes[2]	No	Yes	Yes	No	No	No	Yes[13]	Yes	ID and Password	No
Quick*tran and Pro*tran	No	No	Yes	Yes	Yes	Yes	Yes[2]	Yes	Yes[5]	Yes[5]	Yes	No	No	Yes	Yes	ID and Password	No
Supply Tech, Inc.																	
STX12	Yes	No	Yes	Yes[25, 27]	Yes	Yes[2]	Yes[2]	Yes[39]	Yes[25, 27]	No	Yes	No[28]	No	Yes	Yes[8]	Yes	Yes[2]
Synergistic Systems, Inc.																	
Biz-i-Box	Yes	Yes	Yes	Yes	Yes	Yes[2]	Yes[2]	Yes[40]	Yes[41]	Yes[5]	Yes	No	No	Yes	Yes	No	No
Telecommunications Interface Corp.																	
SDIS	Yes	Yes	Yes	Yes	Yes	Yes	Yes[2]	Yes	Yes[5]	Yes[5]	No	No	No	Yes[13]	Yes	No	No

1 Trading partners must be set up by vendor.
2 May be specified for each transaction set used by a trading partner.
3 Nonautomated; available via menu selection or "pull-up window."
4 Supports the EDIFACT header UNA/UNB.
5 Data element codes are also validated.
6 Will sell a turnkey Informix solution (SQL or report writer) or provide interface to another system.
7 Parameter driven; optional.
8 Can be defined by the user.
9 Must be set up every day.
10 Cannot be specified for each trading partner.
11 Help messages can be defined by the user for each data element in each transaction set used by a particular trading partner.
12 Requires vendor assistance.
13 Toll-free 800 number.
14 BG header is not supported; TDCC is not supported.
15 Each transaction set type is not individually numbered.
16 Reports the number of blocks transmitted by the modem.
17 Performed by vendor.
18 Erroneous transactions are received and flagged in a report.
19 Available for an additional fee.
20 Compliance editing occurs after input screen has been completed.
21 Limited field-by-field editing; user can also override the standards on a field basis.
22 Accepts erroneous transactions. User manually determines if transaction is acceptable.
23 In development.
24 Requires a different map for each affected trading partner's transaction set.
25 Specific data element editing requirements can be specified for each trading partner.
26 Only checks header controls on inbound transactions.
27 Checks only the interchange envelope and functional group headers; permits nonstandard transactions to be sent and received.
28 Reports the number of transaction sets sent by each trading partner.
29 User-specified dates may be overridden.
30 Nonautomated; requires use of system editor.
31 Reports the number of bytes sent for each transaction set; the number of bytes per network is not reported.
32 In Beta Test mode.
33 Interchange control checking only.
34 Only once per day.
35 Records are purged during the archiving process.
36 Supported by Harbinger's network.
37 Transaction sets are numbered only by functional group or by network.
38 Data bases are automatically encrypted.
39 Depends upon the transaction sets in use by the trading partner.
40 Requires knowledge of EDI standards.
41 Loops within transaction sets are not validated for compliance with the standards.

TABLE D-2. MINICOMPUTER TRANSLATION SOFTWARE SURVEY

Company and Product	Communications Features				System Interface			Customized Operations			Editing		System Maintenance	Reports		Support Features	Miscellaneous Features
	Unattended Operations Capability	User-Definable System Interface	Data Input Screens	Input Editing	Multiple Header Support	Transaction Set Seq. Numbering	Version Support Table	Trading Partner Profile	Outbound Stds. Compliance Editing	Inbound Stds. Compliance Editing	Automated Purging	Transmitted Characters	User-Defined Mgt. Reports	User Support (Hot Lines)	Help Screens	System Entry Security	Selective Accessibility
ACS Network Systems EDI/36, EDI/38, and EDI/4XX	Yes	Yes	N/A	N/A	Yes	Yes[1]	Yes[2]	Yes	Yes[3]	Yes[3]	Yes	No[4]	No	Yes	Yes	Password	Yes
Advantage Systems, Inc. EDI Advantage	Yes	No	N/A	N/A	No	No	Yes	Yes	Yes	Yes	No	No	No	Yes	Yes	No	Yes
American Business Computer EDI-E=Cel/Unix	Yes	Yes	N/A	N/A	Yes[5]	Yes	Yes[2]	Yes[6]	Yes[3]	Yes[3]	Yes	Yes	Yes[7]	Yes	Yes	ID and Password	Yes
Birmingham Computer Group, Inc. DTS and FTS	Yes	Yes	Yes	No[8]	No[9]	Yes	Yes[2]	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	ID and Password	Yes[10]
Control Data Corporation REDI-TRANSLATOR	Yes	Yes[11]	N/A	N/A	Yes[5]	Yes[2]	Yes[2]	Yes	Yes[3,12]	Yes[3,12]	Yes	Yes	Yes	Yes	Yes	Yes[11]	Yes[11]
Digital Equipment Corporation DEC/EDI	Yes[11]	No	N/A	N/A	Yes[5]	Yes	Yes[2]	Yes	Yes	Yes	Yes	N/A	No	Yes	Yes	Yes	Yes
EDI, Inc. TELINK	Yes[13]	No	N/A	N/A	Yes	Yes	Yes[2]	No[14]	Yes	Yes	Yes[15]	Yes[4,16]	No	Yes	No	Password Encrptn[11]	Yes
EDI Solutions, Inc. EDItran	Yes[17]	Yes[11,18]	N/A	N/A	Yes[5]	Yes	Yes[2]	Yes[18]	Yes[3]	Yes[3]	Yes	No[4]	No[19]	Yes	Yes	Yes	No
Electronic Data Systems EDI*Expert	Yes	Yes	N/A	N/A	Yes	Yes	Yes	Yes	Yes[3]	Yes[3]	Yes	Yes	Yes	Yes[20]	Yes	Yes	Yes
International Business Machines Datainterchange/36 and Datainterchange/38	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Datainterchange/400	Yes	Yes	Yes	Yes[21]	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
LEK Product Marketing Company, Inc. EDIpl	Yes	Yes	No	No	Yes	Yes	Yes	Yes	Yes[3]	Yes[3]	No	No	No	Yes	No	No	No

1 Also indicates the number of segments transmitted; Ordernet's network bills by the number of segments sent.
2 May be specified for each transaction set used by a trading partner.
3 Data element codes are also validated.
4 Reports the number of transaction sets sent by each trading partner.
5 Supports the EDIFACT header UNA/UNB.
6 Requires vendor assistance.
7 Will provide interface to another data base or sell user a turnkey Informix solution (SQL or report writer).
8 Compliance editing occurs after input screen has been completed.
9 BG header is not supported; TDCC is not supported.
10 Only available on the HP3000.
11 Available for an additional fee.
12 User may add or delete codes for each trading partner.
13 User-specified dates may be overridden.
14 Nonautomated; requires use of system editor.
15 Nonautomated; available via menu selection or "pull-up window."
16 Reports the number of bytes sent for each transaction set; the number of bytes per network is not reported.
17 "Batch" mode only.
18 Requires purchase of data mapping product (EDImap).
19 Source code for menus and reports is provided.
20 Compliance editing occurs after input screen has been completed.
21 Limited editing.
22 Records are purged during archiving process.
23 Toll-free 800 telephone number.
24 Requires a different map for each affected trading partner's transaction set.
25 Only outbound transmissions are numbered.
26 User can control the level of checking for each trading partner.
27 Can be customized by user.
28 Specific data element editing requirements can be specified for each trading partner.
29 "Rejected" transaction sets can be optionally accepted.
30 Only once per day.
31 Available upon user request. Limited screens are available.
32 Data dictionary is supplied for use with a report generator; suggest purchasing IBM's "Query" product.

TABLE D-2. MINICOMPUTER TRANSLATION SOFTWARE SURVEY (CONTINUED)

Company and Product	Communications Features: Unattended Operations Capability	Communications Features: User-Definable System Interface	System Interface: Data Input Screens	System Interface: Input Editing	Customized Operations: Multiple Header Support	Customized Operations: Transaction Set Seq. Numbering	Customized Operations: Version Support Table	Customized Operations: Trading Partner Profile	Editing: Outbound Stds. Compliance Editing	Editing: Inbound Stds. Compliance Editing	Editing: Automated Purging	System Maintenance: Transmitted Characters	System Maintenance: User-Defined Mgt. Reports	Reports: User Support (Hot Lines)	Reports: Help Screens	Support Features: System Entry Security	Support Features: Selective Accessibility	Miscellaneous Features
MPACT Messageway	Yes	No	N/A	N/A	Yes	Yes	Yes[2]	Yes	Yes	Yes	No[22]	Yes	No	Yes[23]	Yes	Yes	Yes	
Perwill Inc. Perwill*EDI	Yes	Yes	Yes	Yes[20]	Yes	Yes	Yes	Yes	Yes[3]	Yes[3]	No[15]	Yes	Yes	Yes	No	Yes	Yes	
Piedmont Systems, Inc. TEL-EDI	Yes	Yes	Yes	No	Yes	Yes	Yes[2]	Yes[24]	Yes[3]	Yes[3]	Yes	Yes[4]	No	Yes	No	Password	Yes	
Radley Business Computers, Inc. R-EDI	Yes	Yes	No[11]	No	Yes	No[25]	Yes	Yes[24]	Yes	Yes[26]	Yes	No	No	Yes	Yes[27]	Password	Yes	
RMS, Inc. RMS VLT	Yes	Yes[11]	N/A	N/A	Yes	Yes	Yes[2]	Yes	Yes[3]	Yes	No[15]	No	No	Yes	Yes	ID and Password	Yes	
St. Paul Software Datatran	Yes	Yes	N/A	N/A	Yes	Yes[2]	Yes[2]	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	No	No	
Sterling Software GENTRAN 400	Yes	Yes	N/A	N/A	Yes[5]	Yes[2]	Yes[2]	Yes	Yes[3]	Yes[3]	Yes	Yes[1]	No	Yes[23]	No	ID and Password	Yes	
Translator*36, *38, and *4XX	Yes[2]	Yes	N/A	N/A	Yes	Yes	Yes[2]	Yes[14, 28]	Yes	Yes[29]	No	No	Yes	Yes[23]	Yes	ID and Password	Yes	
Translator*DG	No	Yes	N/A	N/A	Yes	Yes	Yes[2]	Yes[6, 28]	Yes[3]	Yes[3, 29]	Yes	Yes	Yes[17]	Yes[23]	Yes	ID and Password	Yes	
Wright Systems, Inc. Wright EDI	Yes[30]	No	Yes[31]	No	Yes	No	Yes[2]	No	Yes[2]	Yes	Yes	No[4]	No[19, 32]	Yes	Yes	Yes	Yes	

1 Also indicates the number of segments transmitted; Ordernet's network bills by the number of segments sent.
2 May be specified for each transaction set used by a trading partner.
3 Data element codes are also validated.
4 Reports the number of transaction sets sent by each trading partner.
5 Supports the EDIFACT header UNA/UNB.
6 Requires vendor assistance.
7 Will provide interface to another data base or sell user a turnkey Informix solution (SQL or report writer).
8 Compliance editing occurs after input screen has been completed.
9 BG header is not supported; TDCC is not supported.
10 Only available on the HP3000.
11 Available for an additional fee.
12 User may add or delete codes for each trading partner.
13 User-specified dates may be overridden.
14 Nonautomated; requires use of system editor.
15 Nonautomated; available via menu selection or "pull-up window."
16 Reports the number of bytes sent for each transaction set; the number of bytes per network is not reported.
17 "Batch" mode only.
18 Requires purchase of data mapping product (EDImap).
19 Source code for menus and reports is provided.
20 Compliance editing occurs after input screen has been completed.
21 Limited editing.
22 Records are purged during archiving process.
23 Toll-free 800 telephone number.
24 Requires a different map for each affected trading partner's transaction set.
25 Only outbound transmissions are numbered.
26 User can control the level of checking for each trading partner.
27 Can be customized by user.
28 Specific data element editing requirements can be specified for each trading partner.
29 "Rejected" transaction sets can be optionally accepted.
30 Only once per day.
31 Available upon user request. Limited screens are available.
32 Data dictionary is supplied for use with a report generator; suggest purchasing IBM's "Query" product.

TABLE D-3. MAINFRAME TRANSLATION SOFTWARE SURVEY

Company and Product	Communications Features		System Interface					Customized Operations			Editing		System Maintenance		Reports	Support Features	Miscellaneous Features
	Unattended Operations Capability	User-Definable System Interface	Data Input Screens	Input Editing	Multiple Header Support	Transaction Set Seq. Numbering	Version Support Table	Trading Partner Profile	Outbound Sids. Compliance Editing	Inbound Sids. Compliance Editing	Automated Purging	Transmitted Characters	User-Defined Mgt. Reports	User Support (Hot Lines)	Help Screens	System Entry Security	Selective Accessibility
American Business Computer XLT12	Yes	Yes	N/A	N/A	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No	No	Yes	No	No	No
Control Data Corporation REDI-TRANSLATOR and REDI-EXCHANGE	Yes	Yes[1]	N/A	N/A	Yes[2]	Yes[3]	Yes[3]	Yes	Yes[4]	Yes[4]	Yes	Yes	Yes	Yes	Yes	Yes[1]	Yes[1]
EDI Solutions, Inc. EDItran	Yes[5]	Yes[1, 6]	N/A	N/A	Yes[2]	Yes	Yes[3]	Yes[6]	Yes[7]	Yes[7]	Yes	No[8]	No[9]	Yes	Yes	Yes	No
General Electric Information Services EDI*Central	Yes	Yes[10]	N/A	N/A	Yes[2]	Yes	Yes[3]	Yes	Yes[7]	Yes[7]	Yes	No[8]	Yes[9, 11]	Yes[12]	Yes[13]	No	No
International Business Machines Datainterchange/MVS	Yes[14]	Yes	Yes	No	Yes	Yes	Yes	Yes[15]	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes
St. Paul Software Datatran	Yes	Yes	N/A	N/A	Yes	Yes[3]	Yes[3]	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Password	Yes
Sterling Software GENTRAN and GENTRAN Plus	Yes[16]	Yes	N/A	N/A	Yes[2]	Yes[3]	Yes[3]	Yes	Yes[7]	Yes[7]	Yes[14]	Yes[17]	No	Yes[12]	No	ID and Password	Yes
Translator*MVS and Translator*VSE	Yes	Yes	N/A	N/A	Yes	Yes	Yes[3]	Yes[15, 18]	Yes[7]	Yes[7, 19]	Yes	Yes	Yes	Yes[12]	Yes	ID and Password	No
TSI International TranSlate	Yes[14]	Yes	N/A	N/A	Yes	Yes	Yes[3]	Yes	Yes[7]	Yes[7]	Yes	Yes	Yes	Yes	No	ID and Password	Yes

1 Available for an additional fee.
2 Supports the EDIFACT header UNA/UNB.
3 May be specified for each transaction set used by a trading partner.
4 User may add or delete codes for each trading partner.
5 "Batch" mode only.
6 Requires purchase of data mapping product (EDImap).
7 Data element codes are also validated.
8 Reports the number of transaction sets sent by each trading partner.
9 Source code for menus and reports is provided.
10 A shell written in COBOL is provided; programmer must complete the PROCEDURE division.
11 Requires a report writer.
12 Toll-free 800 telephone number.
13 For CICS portion only.
14 Requires the use of operating system utilities.
15 Specific data element editing requirements can be specified for each trading partner.
16 Only in GENTRAN Plus; may be set up by transaction set, trading partner, or network.
17 Also indicates number of segments transmitted; Ordernet's network bills by the number of segments sent.
18 Nonautomated; requires use of system editor.
19 "Rejected" transaction sets can be optionally accepted

APPENDIX E

SELECTING EDI TRANSLATION SOFTWARE

This appendix discusses how this guide can be used to aid in the selection of EDI translation software for Military Department or Defense agency activities. A step-by-step procedure for selecting EDI translation software for a particular activity follows:

- Identify the activity's EDI data processing requirements, including the application system that will be integrated with the EDI translation software.
- Identify the hardware and corresponding operating system upon which the EDI software will reside. Categorize the hardware as microcomputer, minicomputer, or mainframe and determine the EDI translation software requirements for a specific activity. Use Appendix C to identify the functions and features required by the EDI translation software package for the specific operating environment.
- Use Appendix A to identify those vendors that sell software for the desired hardware environment (microcomputer, minicomputer, or mainframe).
- Use Appendix B to look up the detailed software product offerings and descriptions for those vendors identified in the previous step. Identify those vendor products that offer EDI translation software for the required hardware and operating system.
- Determine if the products identified in the previous step satisfy the activity's major EDI translation software requirements by using Appendix D, Software Product Survey Results.

In most cases, more than one product will meet an activity's requirements. We then suggest that product literature be requested from those vendors and, procurement rules permitting, we also advise a product demonstration. If only one product meets an activity's requirements, we recommend that a test copy be obtained and tested on the system that is to become EDI capable.